TCS

TEMP CONTROL SERVICES, INC.

7313 Mayflower Park Drive
Zionsville, IN 46077

Office: 317-733-8765 Fax: 317-733-8799

Creating Solutions One Customer at a Time

Corporate History

Creating Solutions One Customer at a Time

- Temperature DDC Controls Contractor based in Indianapolis
- Celebrated 10 year anniversary in April 2009
- Markets include: Indiana, Michigan, North Carolina, & Kansas
- Customers: Mechanical Contractors and Performance Contractors
- Assist Performance Contractors with:
  - Mechanical Design
  - Energy Conservation Measures
  - DDC Control Solutions
  - Energy Rate Analysis

Energy Audit vs. ERA

Energy Audit

- Determines the amount of energy required to operate a piece of equipment
- Confirms the amount of hours used per month
- Calculates monthly operating cost when multiplied by the customer's Electrical Rate

vs.

Energy Rate Analysis

- Determines if a facility is on the correct electrical rate plan:
  - Review how power is supplied to a building
  - Analyzes electrical usage patterns
  - Compares with rate plans and riders available

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Did You Know

- 1 in 4 commercial/industrial buildings are on the wrong rate structure and pay an average 18% more than they should
- There are literally thousands of rider option combinations within 3-5 rate plans
- There are riders available to purchase power at different rates throughout the day
- Most electric companies offer the ability to pre-purchase power at favorable rates
- Non-for profit organizations often have multiple riders available
- Simply updating to more efficient lights and/or adding VFDs may be enough to warrant a lower rate structure

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ERA: 3 Step Process

Step 1

Feasibility Study

- Free study to determine if the customer can save at least 3% with a 75% accuracy
- Customer to sign:
  - Billing Release Form
  - Feasibility contract
- Customer provides 3 months of electric bills
- Site survey form filled out with photos
- Results available in approximately 2 weeks

ERA: 3 Step Process

Step 2

Comprehensive Analysis

- Customer to sign a Comprehensive Analysis Contract
- There is a $4,000 fee that will be applied to the total bill
- Generate an in depth study of the facility with rate plans/riders available
- Process takes 45-70 days
- Calculate a guaranteed savings

ERA: 3 Step Process

Step 3

Implementation

- Invoice will be equal to the first year guaranteed total savings
- Guarantee savings will be 80% of the actual amount determined
- If the customer does not achieve the savings outlined, TCS will refund the difference

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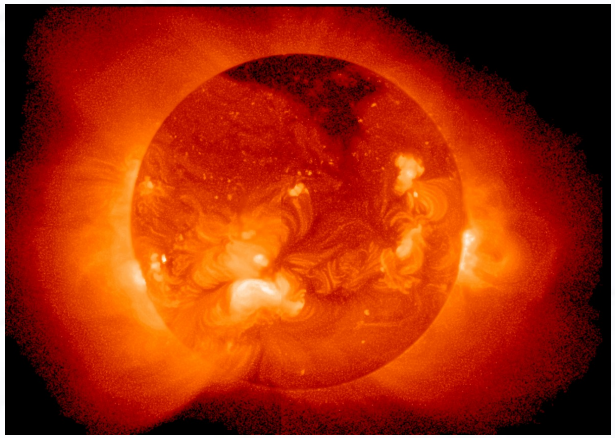
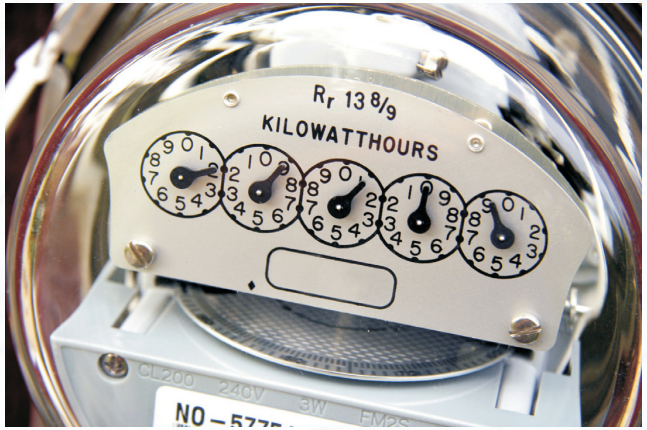
Prospective Customers

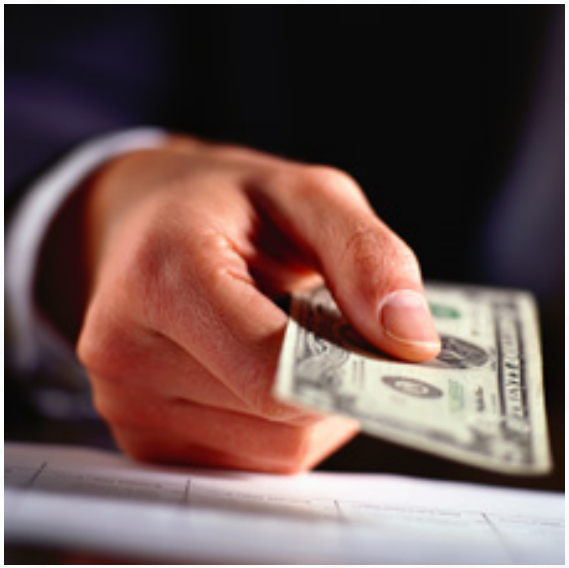
- Customer spends a minimum of $250,000 per year in electricity
- Electricity is used to generate heat for processes
- Customer owns utility substation or has one installed on property
- Multiple buildings and/or multiple meters at site with contiguous property borders
- Predictable and repetitive electrical load





- Lots of motors or welders. Anything with wire coils
- Non-for-profit organizations
- Customer has own utility load monitoring equipment
- Significant fluctuation in electrical load throughout the day
- Lots of work surges. Idle for a while, then ramps up throughout the day

Conclusion



- Feasibility studies are free, with an accuracy of 75%
- Savings are 100% guaranteed
- ERA reduces the payback time for lighting retrofits and VFD sales

It's win-win, redefined

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RELEASE FORM

BILLING HISTORY RELEASE FORM

DATE:_____

ELECTRIC UTILITY COMPANY:_____

CUSTOMER INFORMATION:
COMPANY: _____
ADDRESS: _____
ADDRESS: _____
CITY/STATE/ZIP: _____

REPRESENTATIVE:_____

Client authorizes their Electric Utility Company to provide all electric utility information and summary statements to TCS Temp Control Services employee (listed below).

CUSTOMER REPRESENTATIVE:	**TCS EMPLOYEE**
_____	_____
Signature	Signature
_____	_____
Print Name & Title	Print Name

Customer, please provide 3 months of recent electric bills for the analysis and your business card with this form. Sometimes the electric company may contact you with questions regarding this release.

7313 Mayflower Park Drive Zionsville, IN 46077 Phone (317) 733-8765 Fax (317) 733-8799

Energy Rate Analysis - Site Survey

Rev: 09/18/2009

Service Transformers

Tranformer # _____

1. Take a photograph all 4 sides (e-mail attachement) — Yes _____ No _____
2. Determine the primary and secondary voltage — Primary _____ Secondary _____
3. Photograph the secondary connections — Yes _____ No _____
4. Determine other transmission voltage and proximity _____
5. KVA Rating _____
6. Single phase or three phase — 1 Phase _____ 3 Phase _____
7. Photo of transformer nameplate (e-mail attachement) — Yes _____ No _____

Additional Notes: (Location; ground, pole, distance from facility)

_____

_____

_____

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Additional Notes: (Location; ground, pole, distance from facility)

_____

_____

_____

Electric Meter

Meter # ____________________

Serial # ____________________

1. Get a close-up of each meter face Photo attached Yes ______ No ______
2. Get a close-up of each meter display for each meter as they scroll

Photo attached Yes ______ No ______

Location ____

____

Electric Meter

Meter # ____________________

Serial # ____________________

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____

Electric Meter

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Serial # ____________________

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2. Get a close-up of each meter display for each meter as they scroll

Photo attached Yes ______ No ______

Location ____

____

Main Service

1. Take a photograph of all locations e-mail attachment Yes _____ No _____
2. Take a photograph of main breaker handle Yes _____ No _____
3. Note the size/s of the main/s (MCC) KVA _____ KVA _____
4. Note the locations of the main panels with in the building
   Describe (basement, interior wall, exterior wall etc.)

   _____

   _____

   _____
5. Obtain a overall plan of the building and grounds with service location marked
6. Take a photograph all 4 sides of service riser connection to utility

   e-mail attachment Yes _____ No _____
7. Photo of switch gear nameplate e-mail attachment Yes _____ No _____

Additional Notes

_____

_____

_____

_____

Billing Information

1. Get a copy of the rate contract for this customer _____
2. Web pages of utility rates for this customer _____
3. Name of the utility contact and Title _____
4. Name of the customer contact and title _____
5. Name of the utility _____
6. Is customer tax exempt Yes _____ No _____
7. Copies of 1 year utility bills

Customer Utilization of Equipment

1. List ten largest users of electricity in the facility (estimate if necessary)
   Pumping; heating; welding ; cutting; cooling; air compressors; fans; lights;

_____
_____
_____
_____
_____
_____
_____
_____
_____
_____

2. Photo: Name Plate of the Equip. Above (e-mail attachement) Yes _____ No _____
3. Note customer work schedules; shifts / shift changes

   Operating Hours_____ Shift Times 1_____

   2_____

   3_____

4. Describe customers business and work flow; briefly

_____
_____
_____
_____
_____

5. Note if things happening simultaneously that don't have to

_____

6. Note things that could happen off peak

_____

7. Observe proximity of various buildings locations if customer has more than one meter

_____

Other Notes:

There is no such thing as too many photographs

There is no such thing as too much billing data

Date:

Surveyor:

Phone Number:

E-mail: