



BUSINESS

Connections

Area businesses save big

Energy management programs are working

Local businesses are benefiting from a host of energy-saving options introduced by Groton Utilities over the past year. Best of all, it's not too late for your business to benefit, too.

businesses to meet their conservation and load management challenges."

"Groton Utilities' electric rates are

approximately 37 percent lower than CL&P's," said Glenn M. Wilson, Director of Utilities. "But our customers have still experienced increas-



"The success of these programs have exceeded our wildest expectations," said

Donald L. Conner, General Manager-Major Accounts. "Our small, medium and large business customers who participated in these programs have saved millions of kilowatt-hours and thousands of dollars."

es due to higher fuel and generation costs. These conservation efforts can help our customers to control these increases and become more energy efficient."

The savings began when these businesses took advantage of help from GU to complete new lighting installations and/or retrofits, make air conditioning improvements, install heat pumps, and replace old, inefficient motors with new, high efficiency motors.

To get started on saving energy and money at your business, visit our web site at grotonutilities.com and follow the link for Energy Conservation Programs. You'll find complete details of what we offer, along with eligibility requirements, forms, and other information.

"These new programs have not only improved our businesses' energy efficiency, but saved them money too," Conner said. "Groton Utilities' new programs have essentially helped our

You also can call us at 446-4000 and ask to speak to a member of our staff who can guide you through the process, which is aimed at lowering your company's expenses and therefore improving your financial picture.

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Mark your calendars now for the GBA “Spring on the Road” Business Tour

The Groton Business Association (GBA) of the Greater Mystic Chamber of Commerce has completed its “Spring on the Road Business Tour 2007” schedule, so mark your calendars now.

Meetings are held on the third Thursday of the month at 7:30 a.m. Any member of the business community is welcome, but the GBA urges all local businesses to officially join the Greater Mystic Chamber of Commerce.

Here is the spring schedule:

Thursday March 15
Roto Rooter office
Bridge Street, City of Groton

Thursday, April 19
Hampton Inn
Long Hill Road, Groton

Thursday, May 17
Site to be announced

Thursday, June 21
Quick & Clean Car Wash
Groton Shopping Plaza (rear)

The GBA started off 2007 with a successful January 18 meeting at Puffins Restaurant on Thames Street in the City of Groton. Nearly 50 persons were present. Awards were presented to the winners of the Groton Lights Holiday Parade held on December 2, 2006.

Planning is now underway for the Second Groton Fall Festival, which will be held on Saturday, October 6 at Poquonnock Plains Park at the bottom of Fort Hill Road in Groton. Applications are already coming in for this year’s festival.

The annual Groton Holiday Lights Parade has been scheduled for Saturday, December 1 along Groton’s Magic Mile on Poquonnock Road and Route 1.

Businesses interested in hosting one of the monthly meetings of the GBA should call Tricia Cunningham, President of the Greater Mystic Chamber of Commerce, at 572-9578.

Before the snowplows come...

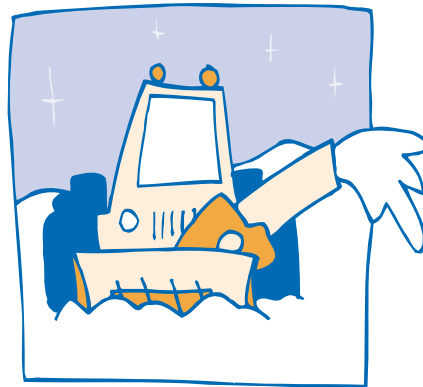
Before the snowplows arrive to clear your parking lots and driveways this winter, please take a few minutes to avoid accidents involving your electrical equipment.

Start by looking around the outside of your building to visually locate all electrical equipment serving your business. Look for things such as ground-level transformers, poles, wires and meters. Think about how snow will change the appearance of these things, and take steps to minimize the danger of damage during snow removal.

Tell employees and outside contractors where all electrical equipment is located, and warn them to steer clear. If you have equipment that may become covered with snow, consider marking its location to help drivers avoid it.

In addition to watching the ground for hazards, drivers should also be warned to look up to avoid contact with overhead equipment and lines. Tell them that downed lines should always be considered live and dangerous. If they see a downed line, or one that is damaged in any way, they should stay away and call Groton Utilities for help.

Snow should never be dumped onto electrical equipment, nor should it be piled so that access to equipment is blocked.



Keep electric meters free from ice and snow, and make sure there is a clear access path to them. Remember, if you can’t get to your electric meter, neither can we. By keeping meters accessible, you can help to avoid estimated readings.

No matter what the season, if you notice anything out of the ordinary about your outside electrical equipment, or if you have any questions about your electric service, please call Groton Utilities at 446-4000.

Employee profile

Energy management is his specialty

Herbert “Herb” D. Cummings was recently appointed GU’s General Manager–Energy Services. Herb comes to us with 32 years of federal service, including 26 years in various power production and utility management positions at the U.S. Naval Base in Groton.

When he retired from the federal service, Herb was the Region Utilities Manager for the Commander, Navy Region Northeast. The Region covers seven major military installations and 17 reserve centers in New England and New York State. Prior to this assignment, Herb was the Sub Base Utilities Director.

Coming to the Sub Base in 1981, Herb held several positions, working his way up to his last two major managerial positions. These included Electrician, Electric Inspector, Electric Planner and Estimator, Emergency Services Foreman, and Electrical Branch General Foreman.

His current major responsibility at GU is investigating energy projects such as wind power. He is trying to locate a place in the City’s watershed for a test



*Herb Cummings,
General Manager–Energy Services*

wind tower to determine wind velocities. New technologies also come under his duties, and he has been studying “all climate heat pumps” that are effective to a temperature of 19 degrees below zero.

“Using one of these all climate heat pumps could cut a residential electric bill in half,” he explained. “We are presently developing a demonstration project with this type of heat pump in a residence in Bozrah.”

He is also heavily involved with GU’s rebate program, which provides rebates to residential, commercial, and industrial customers who implement specific electric conservation measur-

ers as outlined in the program.

Herb was born in St. Albans, Vt. and grew up in Adams, Mass., where he graduated from high school. He spent six years in the Air Force where he was a lineman instructor and specialized in power production and distribution. He is a Vietnam veteran. For a couple of years in the late 1970s, he owned a logging company in Patton, Maine. After that, he worked at Loring Air Force Base in the Caribou/Limestone area of Maine as a temporary civilian power plant operator. His search for full time employment resulted in spending the next 26 years at the Sub Base.

He holds an Energy Management Diploma from North Carolina State University and is certified by the Association of Energy Engineers (AEE) in energy procurement.

Herb lives in Griswold with his wife, Toni. They have four children and two grandchildren. His favorite recreational activity is freshwater fishing, and he recently started a term on the Greater Mystic Chamber of Commerce Board of Directors.

TVC heads into Ledyard and Stonington

Thames Valley Communications (TVC), Groton Utilities’ cable division, is in its third year of building a state-of-the-art fiber cable television network in Southeastern Connecticut.

With Greater Groton fully wired, the next steps on TVC’s expansion plan

are sections of Ledyard and areas in Stonington south of Route 95.

To sign up for cable television and high-speed Internet services in Greater Gro-



ton, Ledyard or Stonington, call 446-4009 or stop by TVC’s Customer Care Center at 295 Meridian St., Groton.

Greater Groton locations can obtain service immediately. You can also get details online at tvconnect.com.

Holiday Closings

Our offices at the City Municipal Building, including Customer Care and Thames Valley Communications, our Cable Television Division, and Project Management and our Operational Sections, located at The Julio H. Leandri Operations Complex on Poquonnock Road, will be closed for these upcoming holidays:

Monday, February 19
Presidents' Day

Friday, April 6
Good Friday

Monday, May 28
Memorial Day

Our operations crews for both water and electric are available on an emergency basis during holidays. If you experience an electrical outage or a water main break, call us at 446-4000, 24 hours a day, seven days a week.

Normal business activity for all three Groton Utilities' Divisions, including electric, water and cable television, is conducted weekdays from 8 a.m. to 4:30 p.m. Customer Service is also open until 7 p.m. on Thursdays and 8 a.m. to noon on Saturdays.

Groton Utilities hopes you and your family have enjoyable holidays. But, please drive safely. **And, yes, don't forget to buckle up!**



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Equal Employment Opportunity (EEO) statement
Federal and State law prohibits employment discrimination. It is the policy of the City of Groton to comply with the laws which prohibit discrimination as to race, color, religion, sex, age, disability, marital status, national origin, ancestry, veteran status, history of mental disorder, mental retardation or any other legally protected class.

What's a demand charge?

Demand charges, expressed in kilowatts (KW), are based on the greatest amount of power used at any one time. Demand charges help cover the power supply capacity we must buy to meet the peak demands for electricity that occur from time to time. Your monthly demand charge is calculated on the basis of your highest demand for electricity over a 15-minute period for the past month.

To hold down your demand charge, you need to think about electrical load planning and management. This means scheduling your use of electrical equipment to get the work done at the lowest possible electric load at any one time.

For example, if you have electric dry-

ers, electric ranges, parking lot lights, air conditioners, motorized or other equipment that might be used simultaneously, you should see if you can schedule their use at different times of the day and night to minimize your peak loads.

To do the scheduling, you may need an energy management system or demand controllers for individual pieces of equipment. Or you may find that a major reduction can be achieved just by simple manual

rescheduling of a few pieces of equipment.

We would be happy to give you personal advice, and to discuss programs we have that may help you. Just call us at 446-4000.



Let us know before you add electric motor loads

Before you add large electric motor loads at your business, we need to know. When starting, large electric motors draw a substantial amount of power that can cause electrical disturbances to your business and the local area.

Examples of electrical disturbances are low voltage, dimming lights and light flicker. In order to prevent these problems, it may be necessary to modify your electrical facilities and possibly GU's distribution sys-

tem. Commercial and industrial customers should contact us if you are planning to install a motor that is 10 horsepower or greater.

Smaller businesses should let us know about plans to install items such as electric heat pumps, central air conditioning and single-phase motors greater than three horsepower. Call Groton Utilities Project Management at 446-4000 for advice and information.

