

12/7/84  
Hofman Sec. 2

BOB ROGERS -  
BILL WASHBURN -  
KENT K -  
MIKE ZIMMERMAN -  
ALFRED

MIKE WANDERLICH  
BOB SULLIVAN  
BOB GRHAM

1.2. SSC has been in talking

B.W. PROB. PROMOTIONAL PRACTISE

C.R. Detailed study needed to  
determine ~~benefits~~ <sup>benefits</sup> to  
specify customers + to the  
company.

- A.
1. Who are customers
  2. Length of term
  3. Estimate of losses
  4. Legal
  5. Cost per NBTU on system
  6. Cost to convert
  7. Cost to convert.

Maybe not a problem if you can  
operate a piece of equip  
to operate in Customer Bldg. to operate  
stems.

- B.
1. Identify Customers
  2. Do all of above.

C.

CONFIDENTIAL

1. select customers for early  
conversion.

TO SELECT.

Length of Run

Age of pipe

Any Repair history

Customer steam usage

" " Cost

Projected " cost on elec

CONFIDENTIAL

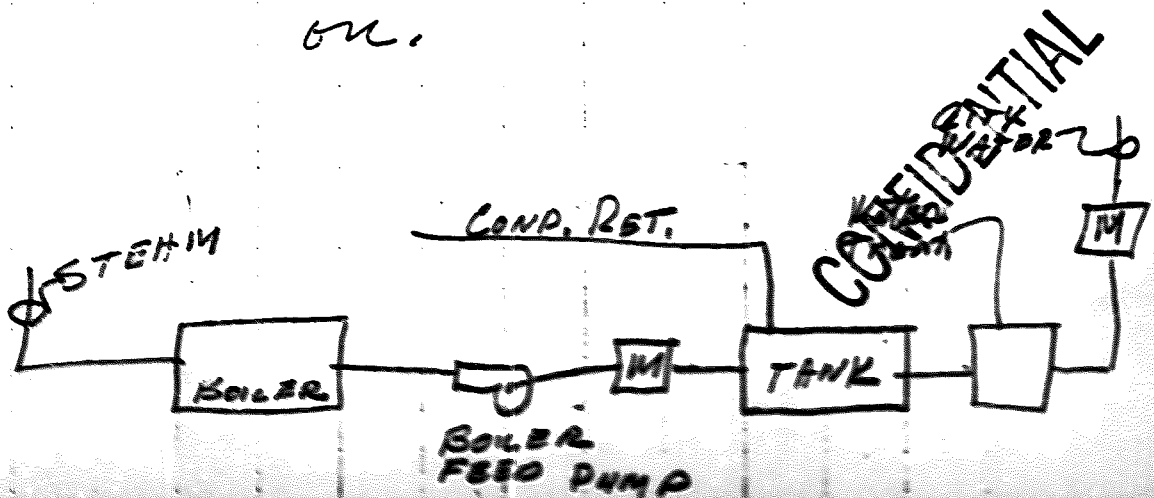
To Convert a steam customer's system to elec:

Determine size of equip.  
Survey Customer property  
→

Design:

Install electrode Boiler  
Meter water (to credit  
customer <sup>for water</sup> and to measure  
steam supplied)

Water electrode to charge  
back to steam operation &  
To be a heat meter later  
on.



Elec Design

Service to Boiler or \_\_\_\_\_  
must be connected ahead of  
customer's Present Elec Svc.

CONFIDENTIAL