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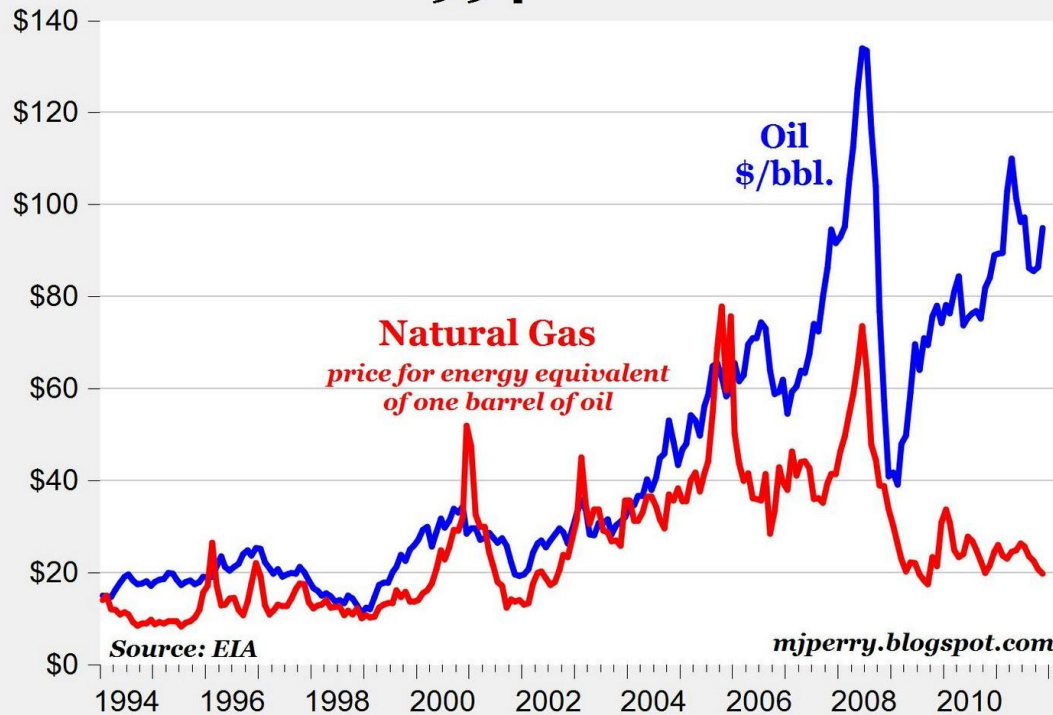




wesson
ENERGY

The price war.....
Connecticut

Oil Prices vs. Natural Gas Prices 1994 to 2011

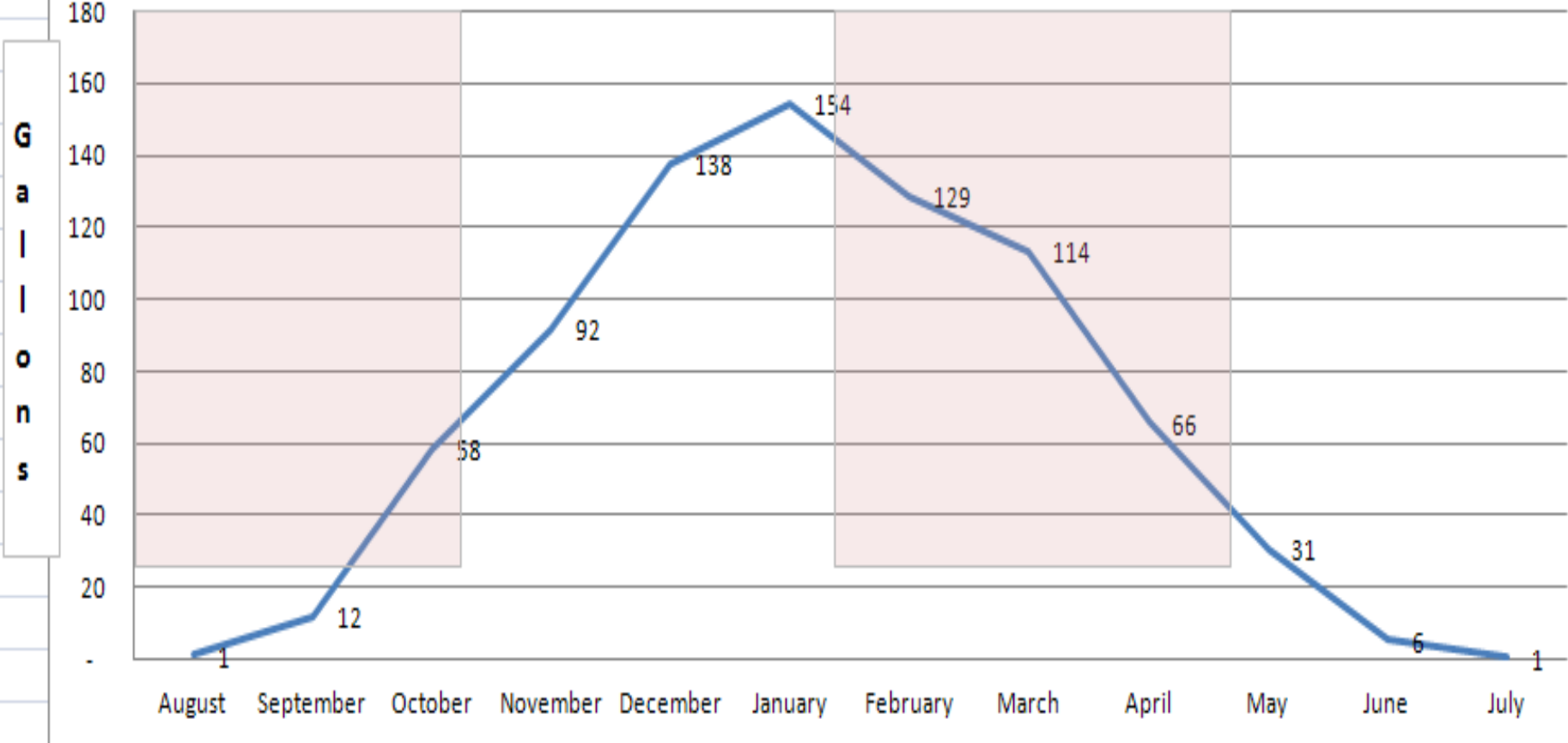


The Governors Plan – Expand the Use of Natural Gas

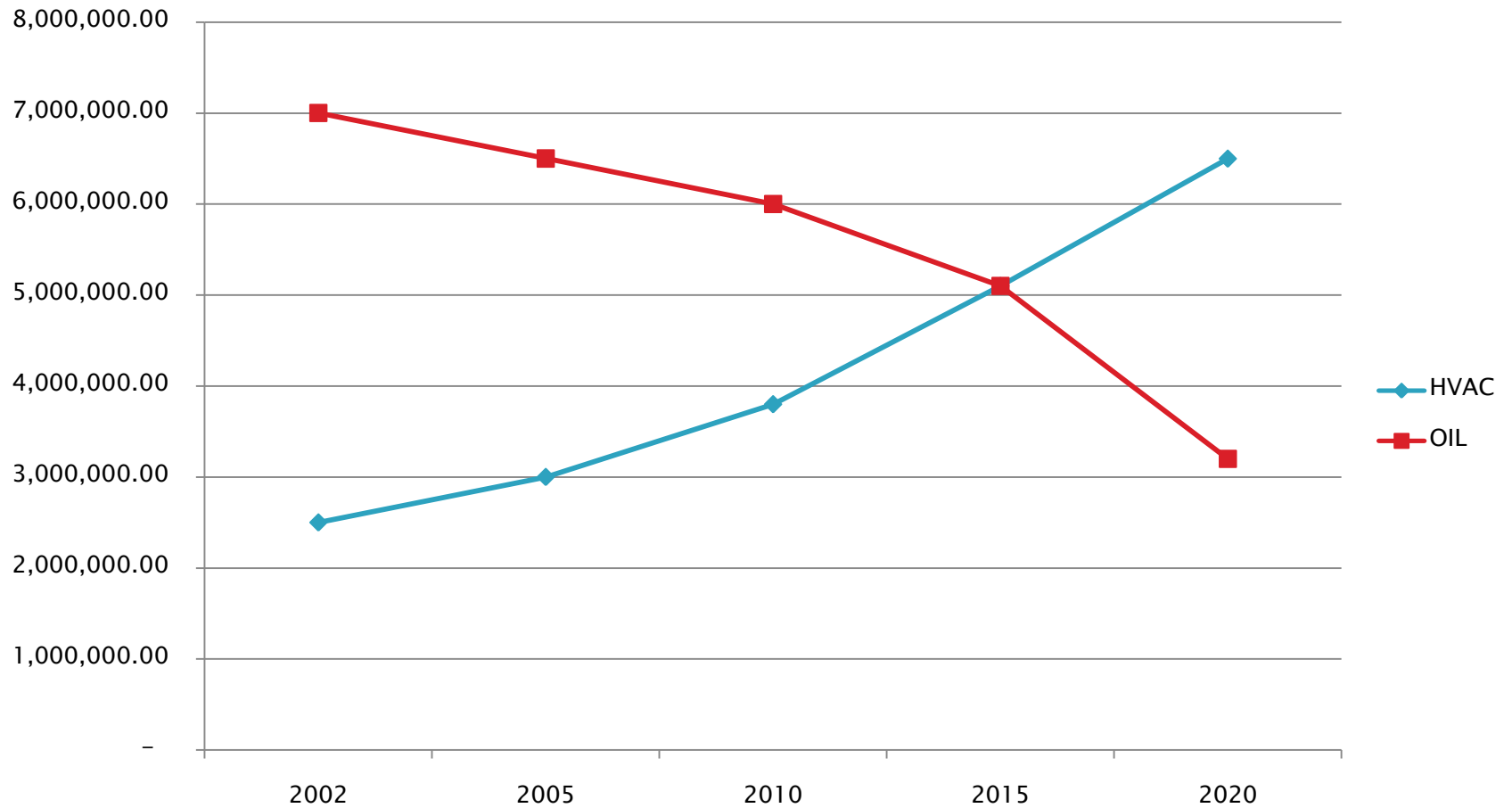
- Expand
 - Residential use of Natural Gas from its current 30% to 50%
 - Commercial use of Natural Gas from its current 50% to 70%

- Natural gas 428,024 + 233,000 (new)
- LP/Propane 39,405 – loses customers
- Electricity 203,821 – loses customers (heat only)
- Heating Oil 650,869 – loses customer

Average Customer 800 Gallons/Year



Where will the action will be?



We have enormous strengths

- Our customer base
- We still make “house calls”
- They trust our technicians
- They look to us for education
- We get the first call

“It’s ours to lose...”

Wesson's circle of customers – the Whole House Approach broadens your base, deepens your relationship





Our Vision:

“be the leading whole home energy solutions provider to empower, educate and help people create healthy, safe and energy efficient homes”

OUR blueprint 2015



Our Vision...

“Be The Leading Whole Home Energy Solutions Provider To Empower, Educate and Help People Create Comfortable, Healthy, Safe and Energy Efficient Homes”

The School's Purpose

- Supports the industries need for education in home performance
- Blended learning environment; hands on learning and classroom setting
- Accredited test center – closes the loop on learning by testing out upon conclusion of training
- In house testing structure – the convenience of one stop training...always your employees to get back to productivity levels quickly



ICPA

The School for
Energy Efficiency
Energy Audit Training & Science



www.ICPA.org or www.TSFEE.com

First---the overall rating

Brought to you by: **WESSON ENERGY**

Welcome: **Craig Snyder**

[Profile Form](#) | [My Profiles](#) | [Reports](#) | [User Admin](#) [[Logout](#)]



MyHomeEnergyReport™ for John Stamos



Customer's House

Customer Name:	John Stamos	Address:	PO box 580
Customer Email:	lavoiestamos@yahoo.com		Bethlehem, CT
Home Comfort Provider:	TRL Test	Phone (Day):	8888888888
Profile Technician:	Craig Snyder	Phone (Night):	8888888888
ID:	TRL Test		

Your MyHomeEnergyReport™ Technician:

Name:	Craig Snyder
Title:	President
Email:	csnyder@wessonenergy.com
Phone:	203-756-7041



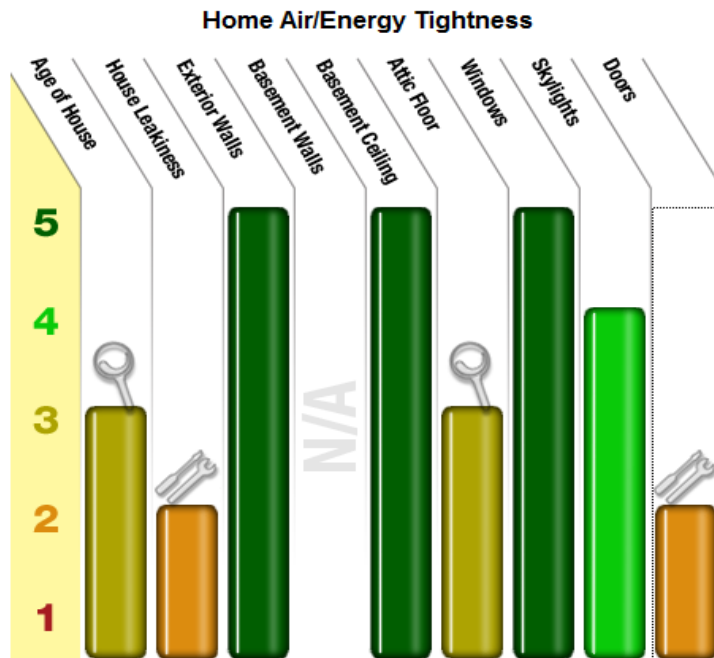
Your Home Rating:



Your home is in need of *some* energy upgrades to help it perform more efficiently. Click on the bar graph below to learn more about your home's performance.

Visual graphics tell the story

To learn more about My Home Profile, [click here](#).



Doors

What you need to know...

Doors are more than just the welcoming entrance into your home. Doors are large openings in the exterior of your home that can allow your heat to be sucked out and allow cold winter air into your home. New doors are constructed with energy efficiency in mind, but even older doors can be weatherized to shut tightly and avoid air leaks. [READ MORE](#)



What your score means / recommendations...

DOORS LEAKY BUT REPAIRABLE: Our auditor observed that some of your doors are quite leaky and should be repaired with door sweeps and/or weather-stripping. These products are most accessible at your local hardware store and easy to install.

[+ Add to FixList](#)

Score Key: **5** Very Efficient **4** Efficient **3** Needs Attention **2** Needs Improvement **1** Very Inefficient **N/A** Not Applicable

Customer decides what to do

Your Road to a Healthy Home

Turning your current home into an energy efficient one doesn't have to be difficult. Your profile lists areas in which your home needs improvement. All you need to do is click the "Add to Road" button on each item you'd like to improve, and it'll be added to this list.

Once you've cleared the list, you'll have the reward of a cleaner, more efficient healthy home!

Insulation Heating System CFL Inventory

more info more info more info

remove remove remove

MY

Your Road to a Healthy Home

Turning your current home into an energy efficient one doesn't have to be difficult. Your profile lists areas in which your home needs improvement. All you need to do is click the "Add to Road" button on each item you'd like to improve, and it'll be added to this list.

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Insulation Heating System CFL Inventory

more info more info more info

remove remove remove

Boiler

VERY EFFICIENT BOILER Our auditor found your unit had an efficiency (AFUE) result over 80%, which is a very good overall rating for a boiler. Continue to maintain your heating system with your annual clean, tune and test. If your heating pipes are not insulated, you should consider taking this very simple do it yourself step to save energy.

TAKE ACTION!

Contact **Wesson Energy**

Wesson Energy can assist you with a review of your heating system needs. At the top of your report is the contact information for the technician that performed your profile, you can contact him/her directly or call us at 203-756-7041. You can learn more about Wesson Energy's services and products by visiting www.WessonEnergy.com.

Proof our customers trust us

- ▶ Recent Email to 700+ **MyHomeEnergyReport™** customers:
 - “Open Rate” – 60%+
 - “Clicked in” – 34%
 - Used link to access report – 80%



Heat Pump Marketing

wesson ENERGY 24 Hour Service: (203) 756-7041

HOME ENERGY AUDITS FUELS SERVICES EQUIPMENT COMPANY RESOURCES SAVE CONTACT

PAY BILL ONLINE | ACCESS ACCOUNT

LG Ductless Standard Single Zone Inverter, 18,000 BTU

REQUEST A QUOTE

Help Me Choose
Need Heating & Cooling Equipment?
Let Wesson's home efficiency experts

PRODUCT NAME	LG Standard Single Zone High-Efficiency Standard Single Zone Inverter Ductless Heat Pump, 18,000 BTU
MANUFACTURER	LG
WARRANTY	Yes (Ask us for Details)
*UNIT COST	\$ 1,950.00



*Unit not sold separately. Price will vary based on tonnage required. Does not include installation** cost.
 ** Cost to install is quoted based on the size of the home, the unit's SEER rating, ductwork needs, electrical upgrade needs, permits and code upgrades if needed, and optional accessories.

PRODUCT DESCRIPTION TECHNICAL SPECS LINKS

LG's most energy-efficient line of heat pump duct-free products. Systems are available in 9,000, 12,000, 18,000, and 24,000 Btu/h capacities.

All systems in the duct-free high-efficiency line achieve Energy Star qualifications. The single zone systems feature energy-saving Inverter (variable-speed compressor) technology and can be controlled through a standard wireless remote or an optional wired wall controller.

Connecticut Energy Service Areas: Ansonia, Beacon Falls, Bethany, Bethlehem, Bristol, Cheshire, Derby, Goshen, Middlebury, Morris, Naugatuck, New Britain, New Hartford, Newtown, Oxford, Plainville, Plymouth, Prospect, Roxbury, Torrington, Washington, Waterbury, Watertown, Winchester, Wolcott, Woodbridge, and Woodbury.

wesson ENERGY 24 Hour Service: (203) 756-7041

HOME ENERGY AUDITS FUELS SERVICES EQUIPMENT COMPANY RESOURCES SAVE CONTACT

PAY BILL ONLINE | ACCESS ACCOUNT

LG Multi Zone Heat Pump Inverter 18,000 BTU

REQUEST A QUOTE

Help Me Choose
Need Heating & Cooling Equipment?
Let Wesson's home efficiency experts

PRODUCT NAME	LG Multi F Multi Zone Multi F Heat Pump Inverter, Outdoor Units, 18,000 BTU
MANUFACTURER	LG
WARRANTY	Yes (Ask us for Details)
*UNIT COST	\$ 1,380.00



*Unit not sold separately. Price will vary based on BTU's required. Does not include installation** cost.
 ** Cost to install is quoted based on the size of the home, the unit's SEER rating, ductwork needs, electrical upgrade needs, permits and code upgrades if needed, and optional accessories.

PRODUCT DESCRIPTION TECHNICAL SPECS LINKS

Multi F series outdoor units can support two, three, four, or eight indoor units for maximum design flexibility. Choose from 18,000, 24,000, 34,000, 36,000, and 54,000 Btu/h capacities.

Space-saving footprint in a heat pump configuration. Multi F outdoor units include advanced Inverter (variable-speed compressor) technology, and enable easy installation with little to no ductwork required.

Connecticut Energy Service Areas: Ansonia, Beacon Falls, Bethany, Bethlehem, Bristol, Cheshire, Derby, Goshen, Middlebury, Morris, Naugatuck, New Britain, New Hartford, Newtown, Oxford, Plainville, Plymouth, Prospect, Roxbury, Torrington, Washington, Waterbury, Watertown, Winchester, Wolcott, Woodbridge, and Woodbury.

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PAY BILL ONLINE | ACCESS ACCOUNT

LG Ductless Standard Single Zone Inverter, 24,000 BTU

REQUEST A QUOTE

Help Me Choose
Need Heating & Cooling Equipment?
Let Wesson's home efficiency experts

PRODUCT NAME	LG Standard Single Zone High-Efficiency Standard Single Zone Inverter Ductless Heat Pump, 24,000 BTU
MANUFACTURER	LG
WARRANTY	Yes (Ask us for Details)
*UNIT COST	\$ 2,120.00



*Unit not sold separately. Price will vary based on tonnage required. Does not include installation** cost.
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Connecticut Energy Service Areas: Ansonia, Beacon Falls, Bethany, Bethlehem, Bristol, Cheshire, Derby, Goshen (South of Rt. 4), Harwinton, Litchfield, Meriden, Middlebury, Morris, Naugatuck, New Britain, New Hartford, Newtown, Oxford, Plainville, Plymouth, Prospect, Roxbury, Seymour, Southbury, Southington, Thomaston, Torrington, Washington, Waterbury, Watertown, Winchester, Wolcott, Woodbridge, and Woodbury.

24 Hour Service: (203) 756-7041

HOME ENERGY AUDITS FUELS SERVICES EQUIPMENT COMPANY RESOURCES SAVE CONTACT

PAY BILL ONLINE | ACCESS ACCOUNT

Help Me Choose

Need Heating & Cooling Equipment?

Let Wesson's home efficiency experts evaluate the system that's right for you. And install it for free*

Speak to an HVAC Expert

*Restrictions apply

GET \$250 OFF*

ValleyEnergy

860-693-2401

www.valleyenergyco.com



DUCTLESS HEAT PUMP

**ASK US ABOUT
ADDITIONAL REBATES
FOR YOUR HOME!**

Ductless systems provide year-round energy efficient heating & cooling. It is a wall hung unit that doesn't require ductwork. Visit us at valleyenergyco.com to learn if ductless heat pumps are right for you!

**Valid through 03/31/14. Subject to Valley Energy terms and conditions. May not be combined or doubled with any other discounts or special offers. Does not apply to previous purchases. Additional terms and conditions may apply. Rebates are available for a limited time only.*

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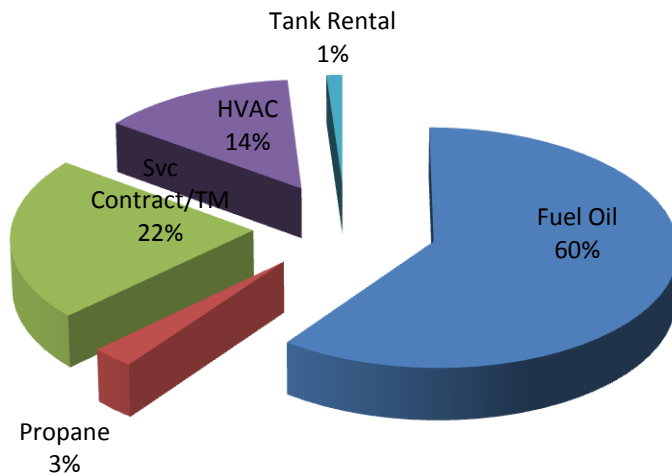
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VALLEY COUPON

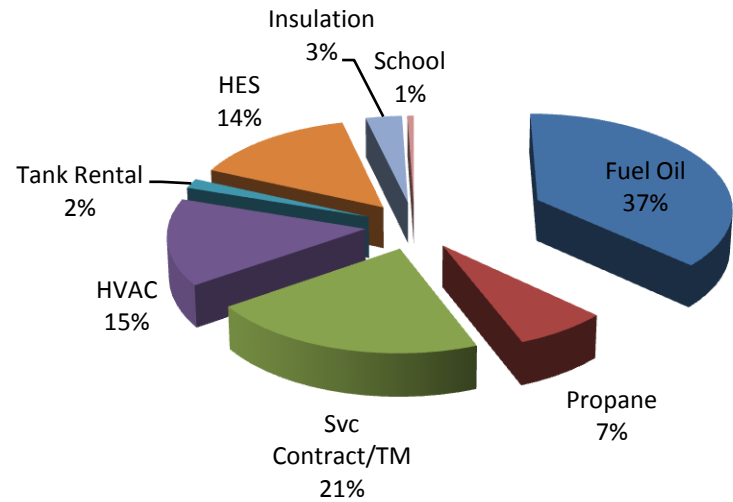
EXPIRES 03/31/14

Margin 2008 vs. 2013

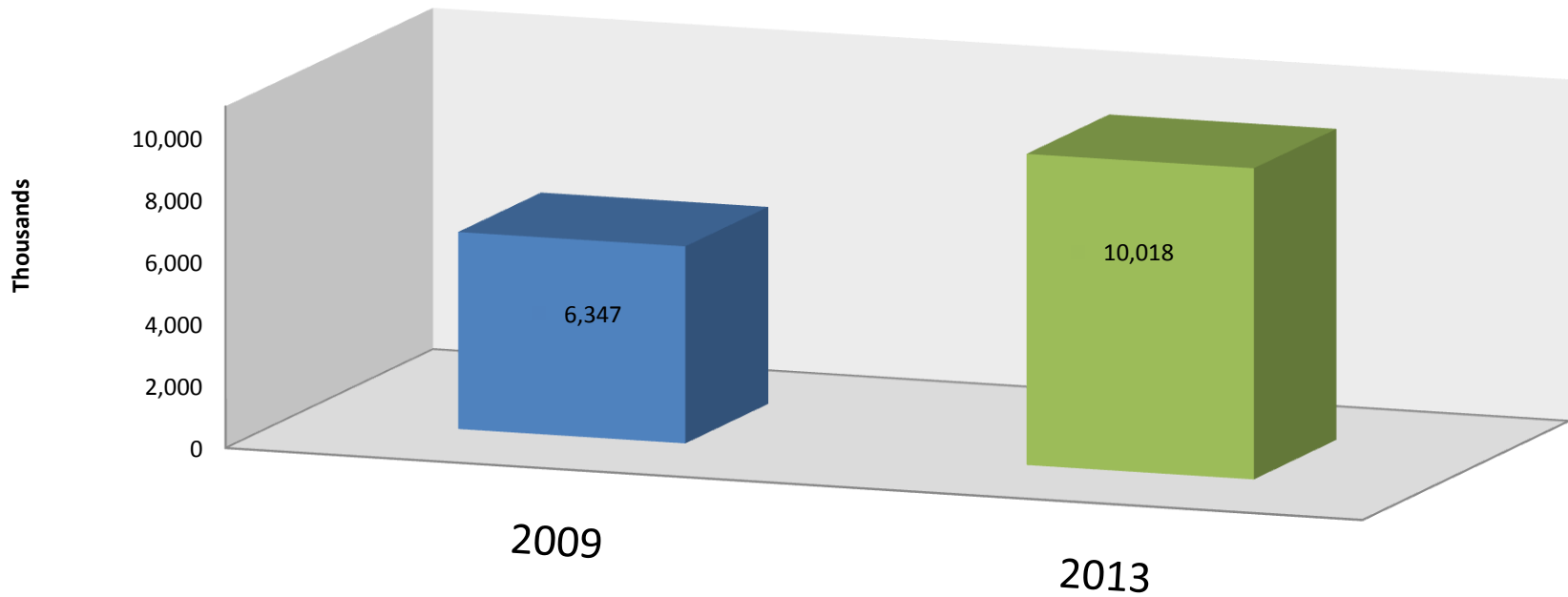
2008



2013



58% Growth 2009 vs. 2013



Questions?

This concludes Wesson Energy Presentation

Craig Snyder, President

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Phone 203 756-7041

