

## **For Immediate Release**

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### **Althouse, Inc. Becomes Lowest Cost Energy Provider In New Mexico as the Cost of Natural Gas Soars 60% Higher than This Time Last Year.**

#### **Performance Contracts Allow Free Installation for Qualifying Businesses.**

*Santa Fe, NM*—Bill Althouse, certified House Doctor and owner of Althouse, Inc. is ready to prove he can provide the lowest priced energy in Northern New Mexico. Althouse is looking for commercial customers who want to spend considerably less on energy. If your business currently spends \$100,000 or more a year on heating, Althouse Inc., wants to slash your heating bill. At no cost to the business customer, they will install and connect Garn® WHS boilers to your existing heat delivery systems, and provide the support and fuel to run them. The only obligation to the customer is to pay less to heat their building.

Althouse, Inc., is offering a performance-based contract that guarantees comfortable thermostat settings for consumers. The building is audited to identify areas of poor thermal efficiency where improvements will be made to reduce heat loss –improvements that are made at Althouse’s expense. If efficiency improvements are not possible, Althouse can still offer a guaranteed delivery price BTU Contract for up to ten years. A BTU meter registers BTUs delivered into the building and the customer is billed by the BTU. Garn® WHS boilers are installed without altering the existing heating unit or taking it offline.

Thanks to higher demand and lower supplies, due to the two recent Gulf hurricanes and ongoing resource depletion, natural gas prices are projected to average 50% higher this winter according to Roger Cooper, executive vice president of the American Gas Association (AGA). If the winter is colder than normal it could be as much as 70% higher. The AGA’s forecast for natural gas prices states, *“With U.S. demand for natural gas projected to increase nearly 40 percent by 2020, reductions in demand (through energy efficiency and fuel-switching) are vital to helping to ease prices, but it is clear that natural gas supplies must increase.”* [Source: American Gas Association, Frequently Asked Questions about Natural Gas Supply and Prices, Winter 2005-2006]

In October, the New Mexico legislature completed a special session where they passed legislation to give New Mexicans a subsidy to help pay for higher heating costs. While this may help in the short term, it is apparent that long term, sustainable, alternatives that bring down the costs of heating must be explored. The non-profit, Local Energy, has conducted an assessment of available wood fuel in Northern New Mexico from existing industry sources including mill scraps, that concludes we have more than enough sustainably sourced fuel for large scale system implementation. [without having to even tap forest thinning projects]

To assure long term fuel supplies, Althouse is endorsing Local Energy's development of a Cooperative of local independents to supply BIOMASS fuels for energy customers. Traditional firewood sellers, local sawmills and landfills are at the heart of the operation. Empty stackable racks are delivered to the local suppliers. When filled, the racks are picked up and empty racks take their place. The racked fuel is then delivered directly to the end user. Jobs are created and the revenue stays in the local economies.

Starting in February 2006, Mark Sardella of Local Energy and Lou Schreiber, director of workforce training and sustainable initiatives at SFCC will begin a 4-week course for prospective entrepreneurs and fuel suppliers at the Santa Fe Community College. Guest instructor, Bill Althouse is the private industry partner that will provide practical system design, installation and service expertise to this hands-on class. Students will learn the basic skills needed to design, operate, and maintain high-efficiency, commercial wood-fired heating systems by working with SFCC's on-site biomass system. The course introduces students to the world of biomass energy, and offers hands-on instruction in heating entrepreneurship that will allow graduates to set up and operate businesses that heat buildings in their rural communities and become suppliers of biomass to large systems in nearby urban communities. *"SFCC is proud to be a leading proponent of the City of Santa Fe's Economic Development Plan initiative to promote Santa Fe as a leading national renewable energy, water conservation and green design center. The effectiveness of SFCC is in large part dependent on, the degree to which we work with private, local industry. Working with Local Energy & Althouse, Inc., is an excellent opportunity for us to partner with and help grow local entrepreneurs through vocational training tied to sustainable technologies."* LOU SCHREIBER, Workforce Development Director, SFCC

*"This [biomass project] is consistent with the City's economic development plan and will help promote small business development, new entrepreneurial enterprise, workforce training and renewable energy technologies. Moreover, this project will help Santa Fe reach its goal of becoming a renewable energy capital."* CRAIG FIELS, Sr. Economic Planner, City of Santa Fe Economic Development Division

The Garn® Wood Heating System is a smoke-less, two-stage-combustion, high-efficiency, wood-fired boiler that produces hot water for hydronic and forced air heat delivery systems. The Garn® WHS equipment has a solid 25 year history of being safe, easy to use, and a proven long term heating solution where 84% of the energy in the fuel is delivered into the building as usable heat. This system is perfectly suited to BIOMASS fuels and is certified to burn; cord or slab wood; pallet and other scrap wood; densified wood briquettes; and air-dried corn on the cob. Althouse, Inc., is the exclusive New Mexico distributor for Garn equipment.

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To learn more about the new wood biomass fuel supplier Co-Op being formed: <http://www.heat.coop/>

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## **William Althouse Biography**

President, Althouse, Inc.

Bill Althouse has been a pioneer in alternative energy systems since the early '70s. He has dedicated the better part of his life to developing affordable, renewable energy solutions for everyday people and the communities they're a part of. Today, Bill and his company aggressively work toward reducing CO2 emissions in the fight against global warming, by providing building science diagnostics and performance testing, cellulose insulation, and wood-derived, 'biofuel systems design' for the building trade at the local level – effectively closing the loop on BTU efficiency for architects and contractors, while delivering maximum comfort, indoor health and energy savings for end-consumers.

Bill installed some of the first photovoltaic panels in New Mexico over 30 years ago, with his early units coming off a satellite. Fascinated by photovoltaic technology, he spent his spare time researching and understanding systems that could directly benefit traditional, rural communities.

A state grant allowed Bill to develop direct-drive photovoltaic water pumps, perfectly matching pump speed to heat availability—effectively joining the fluctuating energy of photovoltaics with the electric pumps used for thermal solar panels. This new technology was far more efficient and reliable than existing analog devices being used at the time, and is now found at the heart of most of today's residential solar hot water systems.

Bill then headed the photovoltaic division for WEBA (Winning the Energy Battle for America) which flourished when the State of New Mexico offered any farmer \$25,000 to utilize a photovoltaic thermal pumping system. WEBA ultimately became the biggest solar supplier in the country at the time, with 38 dealers in 18 states and one of the first commercial suppliers for photovoltaics in the US.

In the late 70's, Bill worked throughout the South Pacific installing photovoltaic vaccine storage refrigerators, Medivac radios and solar lighting systems. The vaccine storage capabilities cut infant mortality rates in half for the villages, and the radios allowed many people to escape exterminating natural disasters like typhoons, floods and pandemics, that before, went without any emergency response.

Bill jettisoned from this adventurous, stone-age tour to Hollywood where as a movie set electrician, he in effect became a mobile utility—setting up and tearing down complete power grids daily for complex filming sets, with loads equivalent to that of small cities. This experience of designing micro-grid technology for film led to Bill's interest in distributed micro-grid, rather than centralized energy systems, which is now standard in global utility engineering. Once he understood the superior physics of decentralized energy systems built-in to distribution networks, he realized that thermal-based networks would work as well as electric ones. Because of market control by conventional utility companies for deploying distributed electric energy networks on the continental power grid, Bill saw there were fewer barriers for utilizing thermal energy sources [on the same networks].

Exploring the nature of networked systems, has captivated much of Bill's thinking and business activities since his time as a film set electrician. He has researched how these principles apply to environmental, cultural, economic and social systems...which has informed all of his work since the late 90s.

Bill spent time working in residential construction, studying prefab housing systems as a platform for exploring ways to create synergy between the various components and subcontractors typically connected to a building project. He found that often the cadre of subcontractors associated with a project don't see the big picture fully—not recognizing how the sum of each of their parts effects the overall energy efficiency, durability, comfort and indoor health of the finished structure.

This experience, led Bill to become the Southwest's first certified House Doctor in year 2000, delivering the principles of Building Science—the study of how air, heat and moisture as an integrated service to architects and contractors.

In partnership with KOB TV, Sandia National Laboratories, and the City of Albuquerque, he launched the Waste-To-Warmth© program in New Mexico, the first community-wide effort to use cellulose, the byproduct from recycling newspapers, to insulate homes free of charge, for those on fixed and low incomes who were in danger of having their heating turned off by the utility.

Bill established Althouse, Inc. in 2002 to supply packaged 'energy systems engineering' to area builders and architects. The company has since provided energy audits and installed cellulose insulation in over 300 buildings to dramatically improve 'shell efficiency', saving NM residents nearly \$1 million in average annual heating bills. Bill pioneered the implementation of the Environmental Protection Agency, EPA, Energy Star® certification for builders in New Mexico and has been a regular speaker and building science instructor for AIA continuing education.

Today Bill has expanded Althouse, Inc.'s capabilities, to provide wood-based biofuel heating systems for New Mexico businesses and residences that will deliver on his mission to offer 100% reduction in fossil fuel dependence and consumption. With locally-sourced, wood-biofuel heating systems, Althouse is now the lowest cost energy distributor in the state, while fulfilling his deeply held commitment to grow strong local economies utilizing traditional fuel suppliers and training system installation entrepreneurs.

In early 2006, Bill will team with lead professor, Mark Sardella, PE, as a visiting instructor in biomass systems design, operation and service at the Santa Fe Community College's Center for Community Sustainability. This evolutionary class will train entrepreneurs to become biomass energy providers and grow 'green career' opportunities in renewable energy for northern New Mexico residents.