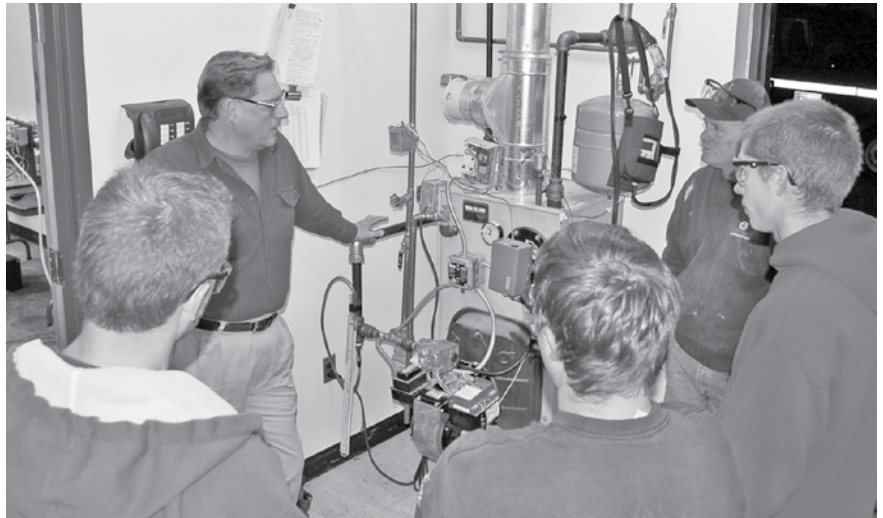


In this issue

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Gear up for increased gas heating business

Central Hudson is planning to mount an aggressive, multi-part, direct mail advertising campaign to encourage conversions to natural gas heating systems. The mailings will be directed to our customers who currently have natural gas at their home but do not use it for heating. You may want to plan your own promotion for boilers or furnaces to coincide with this effort, scheduled for late summer into early autumn. See page 2 if you are interested in letting us distribute a coupon for you.



At Central Hudson's gas schools, Trade Allies get hands-on training with the same appliances they are likely to encounter in the field.

Gas schools offer hands-on training

Be prepared for customers converting to more economical natural gas heating systems

As the region's natural gas delivery company, Central Hudson has more than a century's worth of knowledge and experience to share with you. Our valuable, hands-on training in basic natural gas operations and equipment continues this September with two classes for trade allies.

Basic Combustion is a four-session class that offers a comprehensive intro-

duction to natural gas properties, combustion theory, venting, codes and gas appliance troubleshooting. **Controls** is a two-session class covering the operation and proper installation of system wiring, controls, thermostats, aqua stats and relays along with their function, operation and proper installation.

Central Hudson has offered the gas schools for more than 20 years, training more than 2,000 contractors in natural gas operations and equipment. "Participants have re-

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ported that the training has proven to be beneficial and informative,” noted instructor Bob Dunderdale (Commercial Specialist at Central Hudson). “Many received their start in servicing and installing gas equipment at one of Central Hudson’s schools.”

The classes meet Tuesday and Thursday evenings at Central Hudson’s office at 610 Little Britain Road in New Windsor. A buffet dinner for both

schools begins at 5:30 p.m., and the classes are scheduled from 6 to 9 p.m. Class size is limited so that hands-on learning can be maximized. Students work directly on equipment, troubleshooting and repairing problems at work stations with individualized attention from Central Hudson’s commercial specialists.

Basic Combustion will be held on Sept. 16, 18, 23 and 25. Controls is sched-

uled for Sept. 30 and Oct. 2. The registration fee of \$125 for each school includes all instruction, materials, food and refreshments.

Those who register and pay for both schools will be eligible to have their tuition reduced to \$200 per student. The registration form is printed on the back page of this newsletter. Please sign up early, as space is limited.

Newcoupons bring new customers

Reach thousands of customers looking for heating and cooling contractors

Heating and cooling system contractors are invited to include coupons for their businesses in Central Hudson’s informational packets. Over 2,500 of these information packets are distributed annually to customers through mailings and at the upcoming Dutchess County Fair and trade shows throughout the Hudson Valley.

A coupon sheet is included along with a variety of information for customers who may be interested in making a change in their home heating or cooling system. Central Hudson features coupons from businesses in the following packets: 1) Geothermal Heat Pumps, 2) Heat Pump Super Central Air Systems, and 3) Natural Gas Heating.

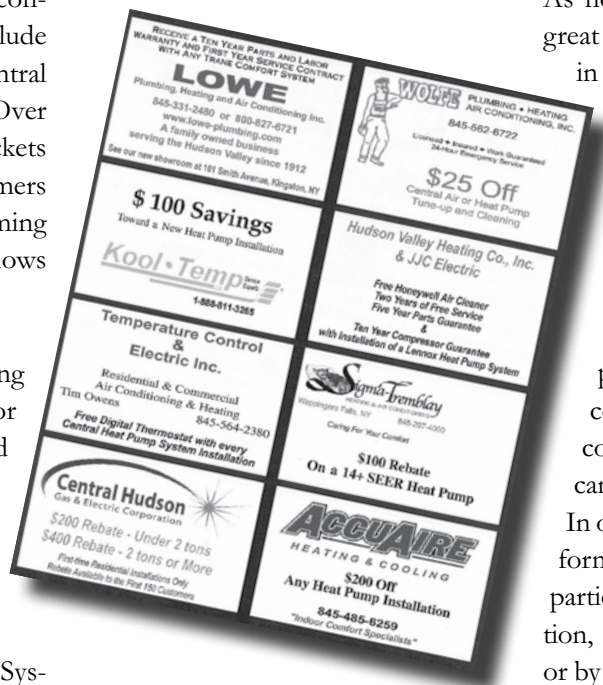
“This is an economical opportunity for businesses to get targeted advertisements into the hands of cus-

tomers interested in purchasing heat pumps or natural gas equipment,” noted Energy Marketing Specialist Kelly Devens.

As noted on page 1, this would be a great time to promote your capability in gas heat conversions, as Central

Hudson will be actively marketing natural gas’ great price advantage as a heating fuel later on this summer and fall.

Businesses have until **July 31** to have coupons included in the new packets. Send Central Hudson a copy of the coupon, or supply the complete details so a new coupon can be designed for you at no charge. In order to be included, all coupon information must be in by this date. To participate or receive more information, contact Devens at (845) 486-5550 or by e-mail at kdevens@cenhud.com.



Businesses who wish to add coupons or make changes to their current offers must meet the July 31 deadline.

Answering high heating oil costs with heat pump technology

Could a heat pump save money for your residential customers?

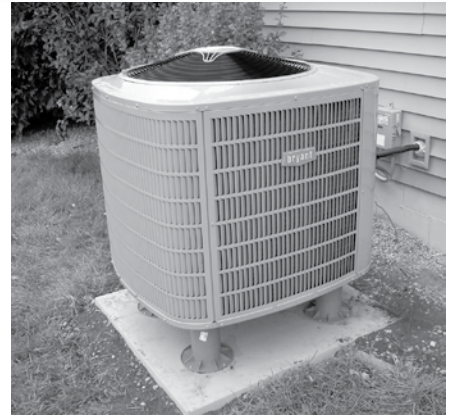
With the cost of fuel skyrocketing in tandem with increased concern about fossil fuel emissions, many are looking to alternatives to conventional home heating oil. Air and ground source heat pumps are getting a lot of attention since home heating oil prices hit about \$4.70 a gallon — 75 percent more than last winter when prices were already reaching a worrisome level.

Because of increased electricity use, heat pump customers will see an increase in their electric bill, but the savings gained from decreased fuel oil consumption far outweigh any increase. Air source heat pump customers still have to rely on other heating sources in the cold winter months, but often these costs can be offset during the more moder-

ate spring and fall weather. Customers with a ground source heat pump may need some backup heating in the main living space, but with current oil prices could see as much as 60 percent in savings on their heating costs.

The potential benefits of installing a heat pump are extensive but the initial investment is substantial. Depending on the design, size of home and type of soil on a given property, an average home geothermal system can cost between \$20,000 and \$35,000 to install. This means it can be between four and seven years before a customer starts to realize a net savings. With continually rising oil prices, however, customers could potentially see a net savings in a much shorter period of time.

Proposed rebates for geothermal technology are pending as part of Central Hudson's new energy efficiency plan; the plan is still under review



The external unit of an air source heat pump looks like that of a central air conditioning system but the technology is more efficient and potential for savings is greater.

by the New York State Public Service Commission. The New York State Energy Research and Development Authority (NYSERDA) doesn't currently provide rebates for geothermal installation on existing structures, but has a variety of rebates available for "green building" components of new structures.

Become a National Sustainable Building Advisor

Sustainable building is rapidly becoming the new guiding principle for communities and institutions. SUNY Ulster, in cooperation with the National Sustainable Building Advisor Program, has planned a sustainable building certification course on Fridays and Saturdays, from Sept. 26, 2008 to May 30, 2009. This is for facilities and capital project managers, developers, contractors and those who work for design and engineering firms, public utilities or government agencies, realtors, resource conservation organizations or educational institutions and consultants.

This specialized training program enables graduates to advise employers or clients on strategies and tools for implementing sustainable buildings. Upon completion of the program, participants will have added over 100 hours of training, and successful graduates will be eligible to take an exam that certifies them as a National Sustainable Building Advisor. For more information, contact Ann Songayllo at (845) 687-5012, or by e-mail at songayla@sunyulster.edu.

Do you have our phone number?

This list gives Trade Allies easier access to the Central Hudson employee who can provide assistance. Save this page for your records.

GREENE AND NORTHERN ULSTER COUNTIES

Lighting

Residential: Call Center (800) 527-2714

Commercial and municipal: Cathy Doyle (845) 486-5599

Natural gas

Residential: Call Center (800) 527-2714

Commercial: Joe Hetsler (518) 943-7146

Meter installations and pressure tests: Bill Brandt (845) 334-3530

KINGSTON AND CENTRAL ULSTER COUNTY

Lighting

Residential: Call Center (800) 527-2714

Commercial and municipal: Barbara Colurciello (845) 563-4515

Natural gas

Residential: Call Center (800) 527-2714

Commercial: Mark Mulpeter (845) 334-3513

Meter installations and pressure tests: Bill Brandt (845) 334-3530

ORANGE AND SOUTHERN ULSTER COUNTIES

Lighting

Residential: Call Center (800) 527-2714

Commercial and municipal: Barbara Colurciello (845) 563-4515

Natural gas

Residential: Call Center (800) 527-2714

Commercial: Bill Cotting (845) 563-4563

Meter installations and pressure tests: Tom Occhiogrosso (845) 563-4530

CENTRAL AND NORTHERN DUTCHESS AND COLUMBIA COUNTIES

Lighting

Residential: Call Center (800) 527-2714

Commercial and municipal: Cathy Doyle (845) 486-5599

Natural gas

Residential: Call Center (800) 527-2714

Commercial: Brian Fuoco (845) 486-5559

Meter installations and pressure tests: Sue Ostrander (845) 486-5436

SOUTHERN DUTCHESS COUNTY

Lighting

Residential: Call Center (800) 527-2714

Commercial and municipal: Cathy Doyle (845) 486-5599

Natural gas

Residential: Call Center (800) 527-2714

Commercial: Jackie Dinkel (845) 897-6152

Meter installations and pressure tests: Ken Alonzo (845) 897-6134



Contact Brian Fuoco if you have questions about natural gas installations in central and northern Dutchess County or Columbia County. You may reach him at (845) 486-5559.

Builders Show is Sept. 11 and 12

The New York State Builders Show, planned for Sept. 11 and 12 at the Empire State Plaza Convention Center in Albany, is the only statewide event showcasing the latest industry products and educating builders, remodelers and developers on the newest innovative trends. To register for the show, go to www.nysba.com. If you register two people from your company before Aug. 15, the rest of your employees can attend for free.

Working with new standards

Changes to URD standards are reflected in 2007 “red book”

To establish a safe protocol for trench digging and gas installations, Central Hudson publishes a book of standards to be followed by its employees and independent third parties who do such work. The standards cover everything from the required separation of underground gas, cable, electric, and phone lines to the type of sand that must be used to refill a trench. Central Hudson last revised its “Specifications and Requirements for Gas Installations” in July 2007.

“America’s biggest cause of natural gas accidents are third party dig-ins,” said Tim Hayes, Engineer at Central Hudson. “We want to make sure that our standards for digging and trench work are as clear as possible and ensure everyone’s safety.”

There is a specific order for how any trench with gas or utility lines must be installed. In order to inform third party excavators, these areas were already required to have a layer of marking tape at the top, indicating the presence of the lines below. When the new trench standards were adopted, however, it was determined that additional warning might be beneficial.

The sand pad (layer of sand used to provide the top layer of fill in a trench) now must have a different color or consistency than the native soil in the area, and come from an outside source. This ensures that anyone doing a subsequent digging project notices not only a marker but

also a difference in soil to signify the presence of utility lines and the need for further consultation.

The second major change to the installation standards reflects a government recommendation pertaining to the space of separation between utility lines. Central Hudson’s old standards mandated a four-inch separation between gas service and other utility lines, and a separation of six inches between a gas main and other lines. New standards establish a 12-inch separation between any gas line and another utility line.

“We recognize that in some cases our updated standards may result in additional costs,” said Hayes. “But we’re confident that the safety margin here greatly overshadows any costs incurred.”

Other changes to trench standards include a restructuring of the way a trench is separated. Lines used to be separated horizontally, but it was determined that a vertical separation could conserve space, sand, and help maintain the required separation between utility lines.

Central Hudson’s gas installation standards are sometimes called “red book” standards because they have been published in a booklet

with a red cover (electric standards are in blue). The easiest way to access the new standards is by going to Central Hudson’s Web site (www.CentralHudson.com), and selecting “Specifications for Gas” under the “Working With Us” heading.

In August 2007, the New York State Division of Code Enforcement and Administration issued an updated edition of the “Fuel Gas Code of New York State.” The changes are primarily related to ventilation and pipe sizing for residential and commercial gas appliance installations. It is important that our Trade Allies follow this code.

Upcoming fairs and trade shows

Aug. 19 - 24: Dutchess County Fair

Dutchess County Fairgrounds in Rhinebeck, N.Y.

10 a.m. to 10 p.m.

Event phone number: (845) 876-4001

Web site: www.dutchessfair.com

Sept. 17: Orange County Chamber Expo

Anthony’s Pier 9, New Windsor, N.Y.

10 a.m. to 7 p.m.

Event phone number: (845) 457-9700

Web site: www.orangenyc.com

Sept. 26: Ulster County Business Showcase

SUNY Ulster, Stone Ridge, N.Y.

11 a.m. - 5:30 p.m.

Event phone number: (845) 338-5100

Web site: www.ulsterchamber.org

Oct. 22: Showcase of Champions

Poughkeepsie Grand Hotel, Poughkeepsie, N.Y.

12 p.m. - 6:30 p.m.

Event phone number: (845) 454-1700

Web site: www.dutchesscountyregionalchamber.org

GAS SCHOOL REGISTRATION FORM

*Please fill out this form
and return with payment to:*

**Central Hudson
284 South Avenue
Poughkeepsie, NY 12601
Attention: Kelly Devens**

or

**Fax to (845) 486-5593 Attn: Kelly Devens
and mail payment to the address above.**



Contractor information

Name: _____

Phone number: _____

Company: _____

Fax number: _____ E-mail: _____

Basic Combustion School

Sept. 16, 18, 23 and 25

Number attending at \$125 each: ____

Names of attendees:

Controls School

Sept. 30 and Oct. 2

Number attending at \$125 each: ____

Names of attendees:

- Schools are at Central Hudson’s Newburgh office at 610 Little Britain Rd. in New Windsor.
- Dinner and registration is at 5:30 p.m. Classes are from 6 to 9 p.m.
- Each student registering for both schools will qualify to have tuition discounted to \$200.
- Please make checks payable to Central Hudson Gas & Electric.
- Those who have questions may call Kelly Devens at (845) 486-5550.