

# Energy \$\$\$

## He sells monitor showing conservation savings

By CORINNE ABATT

Shel Pastor of Southfield is a young man with a business eye on the future. Raised in a family of electrical contractors and a master electrician himself, for the past year he's been taking a long, hard look at the products on the market designed to conserve energy.

Eight months ago, after testing a lot of them, he found enough he deemed worthwhile and launched a business — Nu-Way Systems, Inc. based in Berkley.

Pastor now handles four products which include a very inexpensive gasket and plastic cap for electrical outlets called Energy Savers, Sandy Super Weather Stripping, a sump pump that operates regardless of power failure and the Dupont Energy Monitor.

The energy monitor with built-in computer functions can be programmed to perform a variety of functions all related to energy use.

It can tell at any given time how much energy is being used and translate that from kilowatts into dollars-and-cents language. The amount of energy being used is continually displayed on a lighted digital dial. The amount for a particular period of time from several minutes to a month can be compared with previous months usage.

THE MONITOR can be programmed to give warning flashes if the amount being used exceeds the budgeted amount the user has set. The user can also quickly see a dollars and cents estimate of what his energy bill is during the month. A special control output feature causes the heating and air-conditioning system to cycle when desired through switching circuits that allow maximum cycle, minimum cycle, continuous or only over-budged.

Calling the Energy Monitor "a little computer which runs on a 365-day calendar," Pastor said it is recommended for homes with electrical bills running in excess of \$100 a month as well as business and industry.

This is because the savings for a person paying \$100 or more a month in electrical bills will mean "a three years or less pay back period," Pastor said.

FOR INSTANCE, Pastor said a homeowner or business person will find from the Energy Monitor that air conditioning set at 72 degrees will cost a lot more than at 78 degrees. The monitor will show the dollars-and-cents savings — making a slightly warmer room logical to those who say a slightly lower temperature wouldn't make any difference.

Pointing out that the monitor can be a handy psychological tool for creating energy awareness, Pastor said the monitor is presently being used in the Detroit Edison Jubilee home in Northville.

Variations on the simple monitor are now in use in all the buildings on the Eastern Michigan University campus and some are going to be installed in Central Michigan University buildings.

The variation in these cases is that these monitors will feed back to a master computer so that at any time university staffers can find out what the energy consumption is in any of the monitored buildings.

The individual units range in price from \$295-395. The latter price includes cycling control.

Pastor pointed out that other gadgets which monitor energy peaks are not particularly helpful to Michigan residents, because this one of the few states that doesn't bill homeowners on peak demand — purely on kilowatt hours used.

"Ohio," said Pastor, "bills on peak demands and on kilowatt hours. We're one of the few fortunate ones with a cheaper rate."

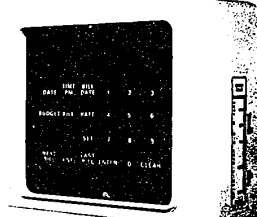
THE GASKETS to fit behind switch plates and the plastic covers for the outlets when not in use are an insignificant item only until the analysis by Texas Power and Light comes into focus. The company estimated that 20 percent of all air infiltration comes through electrical outlets.

Pastor added, "Forty percent of the work a furnace does is directly due to air infiltration."

He said that while there are other gaskets on the market, few have the additional insulated cover for the outlets.

His weather stripping products, he claims, have a much longer life than many others — often, he said, weather stripping, made by other companies should be replaced every year to be really effective. Sandy weatherstripping products have an estimated 10-year life.

AS MOST sump pump users know, a sump pump is only as good as the electricity which powers it.



Energy monitor can be programmed to perform a wide variety of useful functions — from the bill at any given period during the month to keeping track of overuse of energy in the building.

Circa 1910 —

A good way to clean leather furniture is to add a little vinegar to some warm water and wash the leather, using a clean soft cloth. Wipe with a dry cloth. To restore the polish, mix two teaspoonsful of turpentine with the whites of two eggs; beat a little and apply with a soft flannel cloth. Dry with another cloth and rub well.

And in the last few years, heavy rains which require the pump to stay on almost constantly to keep ahead of the water, have been accompanied by storms and resultant power failures. Unless there's a generator handy in the basement to keep the pump going, flooding occurs.

The AquaNot sump pump, which Pastor sells, is powered by a reserve battery (not included in the price) and will provide 18 hours of back up pumping — usually long enough for the homeowner's power to be restored or at least for other arrangements to be made. In dire circumstances, once the

18 hours has been used, the pump could be hooked up with a car battery. The pump costs about \$350.

Pastor is presently working on both a wholesale and retail basis with his line of energy-oriented products. He is looking for dealers to handle them as well as homeowners and businesses interested in seeing his presentation.

"I've been trying to find products with the best dollar value — not the cheapest — the best for the money," Pastor said.

To contact him about any of these, call Nu-Way Systems Inc, 541-1897.

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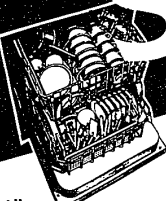
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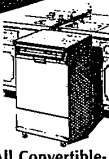
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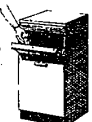
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