

# PROFESSIONAL SUPPLY INC. COMMUNIQUE

504 Liberty Street • Fremont, OH 43420 • 419-332-7373 (phone) • [www.professionalsupplyinc.com](http://www.professionalsupplyinc.com)

## HEINZ CENTER SHOWCASES TOM KISER'S PROVEN SOLUTIONS ON ENERGY SECURITY, COSTS & CLIMATE:

*High Energy Presentation Brings Global Awareness and Practical Solutions to Businesses to Cope and Thrive*

Washington, D.C., June 5, 2007 -Tom Kiser, known as *America's Energy Coach*, presented his well-validated ideas to help business cope with energy security, costs, and climate to the Heinz Center, an institution dedicated to improving the scientific and economic foundation for environmental policy. Coach Kiser was introduced to the powerful audience of global leaders by master of ceremonies Sherwood Boehlert, recently retired congressman and chairman of the House Science Committee.

In the 1980's, Tom Kiser made history at Ford Motor Company's Sandusky Plant tearing down chimneys, shutting off steam, abandoning ductwork, and turning on a new energy system that provided improved air quality and comfort with less than a two year payback.

Ford decided to take the 'Kiser Concept' to scale in what became the largest performance-guaranteed energy savings project ever done in its history. The Kiser Concept was installed in 12 Ford assembly plants spanning 25 million square feet, five states, and two countries. The resulting annual energy savings for Ford exceeds \$50 million per year (as of 2006) with an annual emission reduction of over 257,000 tons of CO<sub>2</sub>.

"Tom Kiser's common sense approach to energy challenges means workable and practical solutions," stated Thomas Lovejoy, Director of the Heinz Center, who added, "Tom Kiser's passion and command of business and environmental issues will make any audience sit up and pay attention."

Kiser's mission is clear: to help companies launch an Energy Sustainability Team into the corporate culture of an organization for future generations to realize true efficient energy that reduces costs and eliminates emissions. He insists that "It's time to implement these technological innovations that are already available to us."

Coach Kiser, as if walking into the locker room at halftime, drew Xs and Os on a board straight out of his energy playbook outlining how to win the game of energy efficiency.

According to Kiser, "Most companies make the mistake of assuming that because they purchased one unit of energy, they must have needed it." In fact, after conducting many feasibility studies that benchmark *energy needed divided by energy purchased* known as the **Kiser Quotient**, Kiser found that for every unit of energy needed, 3 or 5 or 10 units were actually purchased.

Coach Kiser's work involves helping companies transpose that equation so that for every 3 units of energy needed, only one unit is purchased. The remainder comes from recycled energy and renewable energy.

As famous as Einstein's equation  $E=MC^2$  is, perhaps the Kiser Quotient will one day become widely known as an absolute measure of energy efficiency.



"What struck me about Tom Kiser was his enthusiasm and dedication to the issues of climate change and his ability to help us reduce our carbon footprint," stated Mike Bertolucci, Sr. Vice President of Interface, Inc. "Interface felt a real synergy with Tom's work with regard to heat recovery and his Liquid Chimney that result in eliminating emissions and effluent waste. We are of like minds and like souls."

Alcoa's president of Energy, Randall Overbey, stated, "I see Coach Kiser's training program as a method of assuring sustainment of energy efficiency from PSI as a technology transfer. Here's a way for Alcoa to excel - by utilizing this program to create an in-house team that focuses on Alcoa energy - in something that is above and beyond our core business of aluminum production."

According to Patricia Karhuse, Executive Director of the British American Business Assoc., "Tom Kiser is not afraid to 'tell it like it is.' With his innovative and often radical ideas on energy conservation, his thinking matches the world situation we live in today and forces us to acknowledge that we all need to be thinking more radically about what we can do to preserve our natural resources and promote a healthy environment."



Tom Kiser,  
president and  
CEO of  
Professional  
Supply Inc (PSI).