

Subject: Making the move to cogeneration

Dear (name),

Thank you for your inquiry about cogeneration and Cummins Power Generation.

Our cogeneration systems, also known as combined heat and power (CHP), would give you on-site generating technology with the following attributes:

- > Fuel efficiency
- > Smaller environmental footprint
- > Financial savings

Key Factors Affecting Economic Viability

There are three key factors that contribute to cogeneration systems delivering energy cost savings, reliability, and a sufficiently attractive return on investment (ROI). The key economic factors include:

1. A favorable ratio between the local cost of natural gas and the cost of electricity.
2. A simultaneous base-load need with at least 300 kw of electricity and about 1 gigajoule/hour (293 kWh) of thermal energy.
3. Eligibility for government incentives and rebates.

Is Cogeneration For You?

If cogeneration is the right choice for you it is determined by calculating your Gas-Electric Cost Ratio, also called 'spark speed'. A representative from Cummins Power Generation is available to help you complete this calculation. To schedule a time contact us at either (763) 560-8146 or cogencalculate@cumminspower.com.

One of our experts will also follow up with you in the next few days to answer your questions.

Thank you for contacting Cummins Power Generation. Our energy is always working for you!

Tony Satherthwaite
President, Cummins Power Generation