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# Construction Heating

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Union Gas Limited  
National Accounts Conference  
St Louis, MO, June 19, 2007



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# Agenda

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- Definition
- Value to Customer
- Value to Business Allies
- Value to the Utility
- Gas Market Support
  - Online Cost Calculator
- Questions



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## Construction Heating

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- Commercial or Residential
- Heat used for curing
  - Masonry, foundation, dry-wall, plaster
- Applications
  - Direct & Indirect heaters
  - Infrared systems
  - Ground thawing / site preparation
  - Use on existing FAF on site (with approvals)



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## Construction Heating Video

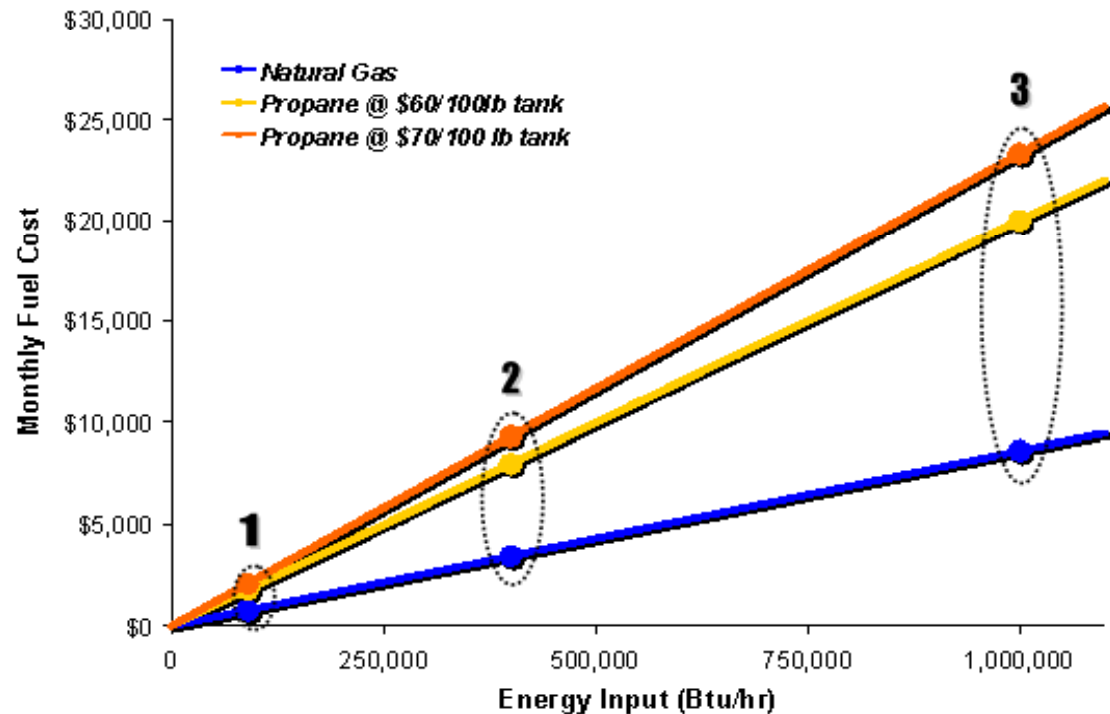
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- Three commercial videos
  - Benefits
  - Getting Started
  - Applications
- Co-produced with Enbridge Gas Distribution
- Play the Video
  - Available for viewing at [www.uniongas.com/conheat](http://www.uniongas.com/conheat)



# Value to the Customer

- Propane is currently preferred on site fuel choice
  - Costly
  - Requires dedicated person to handle bottles
- Reductions in Construction Time
  - No weekend team to change bottles





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## Value to Business Allies

- Secondary source of rental revenue
- Supports low cost offering for their clientele





## Value to the Utility

- Union Gas / Enbridge Gas Distribution experience
  - 2006 Total Sales / Construction Heating
  - Combined Union Gas / Enbridge Gas Distribution
  - Combined Commercial and Residential

	M <sup>3</sup>	mmBTU
Incremental Gas Sales	42,100,000	1.49 x10 <sup>12</sup>
Operating Saving to Customers –Natural Gas versus Propane		\$15,336,429



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## Market Support

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- Training and Promotion
  - ROT Workshop Support
  - Commercial Incentive for new to Con Heat Contractors
  - Conference presence
    - Ontario Home Builders Conference / Construct Canada
  - Direct sales efforts with General Contractors / National Acct's
  - Website online cost calculator
- Promotional Materials



# Online Cost Calculator

ConHeat Calculator - Microsoft Internet Explorer provided by Spectra Energy

NATURAL GAS FOR CONSTRUCTION  
CONSTANT HEAT CONSTANT SAVINGS

Cost Calculator: **NATURAL GAS** vs. **PROPANE**

Project Name:

Region:  Daily Operation:  hrs/day

Natural Gas Price:  ¢/m<sup>3</sup> Weekly Operation:  days/week

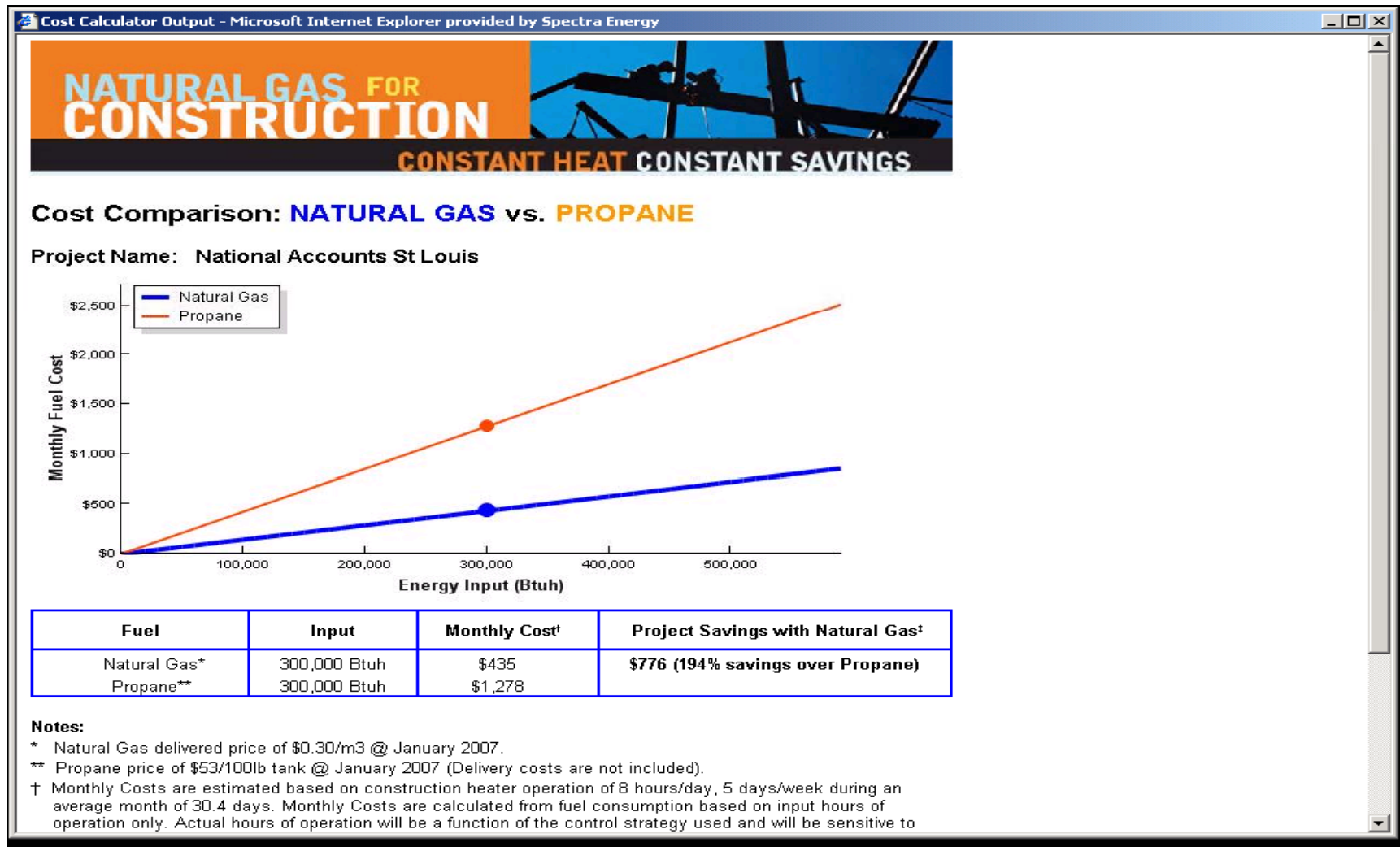
Propane Price:  \$/100 lb tank  
\*Default price may be overwritten Duration of Usage:  weeks

Heater Input:  Btuh

Internet



# Online Cost Calculator



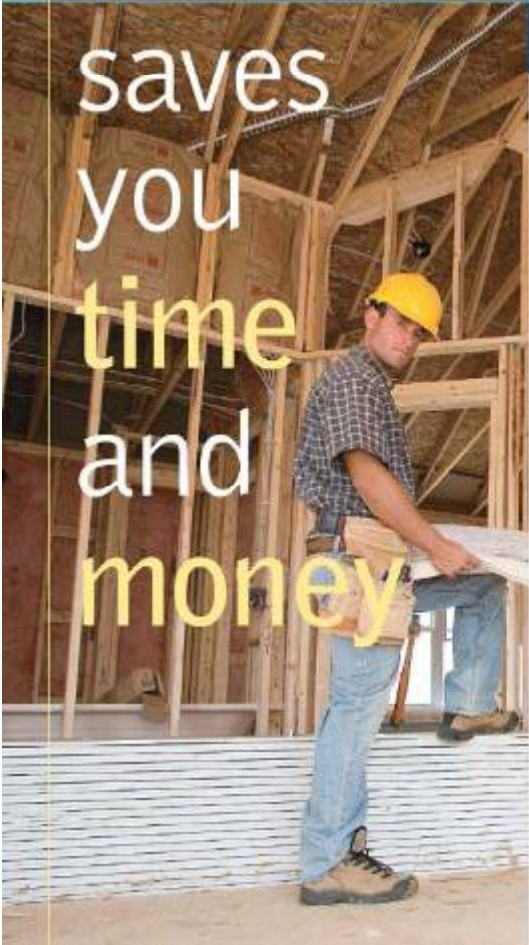


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# Promotional Materials

## Natural Gas





saves  
you  
time  
and  
money

## Benefits of Natural Gas heat

Natural gas is your best choice for all construction heat.

- Natural gas is up to 66% less expensive than propane – so it **saves you money**.
- Because natural gas provides a drier heat than propane, it is a better choice for ground thawing, concrete curing, masonry work and all interior heating applications such as wood and drywall compound drying – which **saves time** and helps you **stay on schedule**.
- Natural gas is **environment, safe and efficient**.
- Natural Gas provides a **continuous flow of fuel** and has none of the added expenses and inconveniences of propane heating:
  - **safer** – no changing heavy propane bottles in slippery site conditions.
  - requires **less labour** to operate and maintain than propane heating. Employees can do the work they were hired to do instead changing propane bottles.
  - **no more weekend or off hour visits** to the job site to ensure continuous operation – even when you're not there.
  - **cleaner, less confusing work site**. No delivery trucks, no empty bottles to return, one less thing to worry about ordering on time.
  - no lockable storage facility required.
- Natural gas heat is **odorless, clean** and provides **quieter** operation.
- Easier billing** – no lost delivery slips or invoices. All charges come on your monthly Union Gas bill.
- Expect to receive your natural gas service **within 3-8 weeks** of your request.

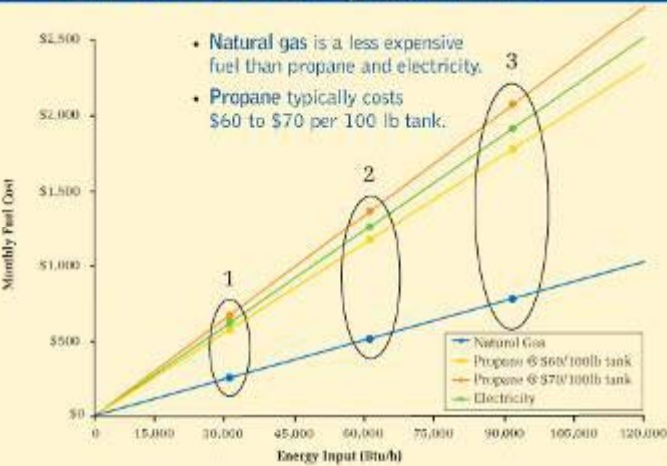

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[uniongas.com/central](http://uniongas.com/central)



**Equipment information:**

- Indirect or direct fired natural gas heating units are available from your rental company or can be purchased. Any jobs of any size can be accommodated with natural gas heaters. Visit [uniongas.com/central](http://uniongas.com/central) for company listings.
- Natural gas heaters are **thermostat controlled** and automatically shut off when they reach the set temperature.
- Everyone who installs, lights, re-lights, moves, or shuts off a natural gas heater requires a one day training course in order to ensure the safe operation of the equipment. This Record Of Training (ROT) can be obtained by contacting your local Union Gas representative for course dates. In the meantime, any licensed gas technician is authorized to install and operate construction heaters.

## Fuel Cost Comparisons



Energy Input (Btu/h)	Natural Gas (\$)	Propane @ \$60/100lb tank (\$)	Propane @ \$70/100lb tank (\$)	Electricity (\$)
0	0	0	0	0
10,000	~250	~500	~600	~400
45,000	~1,125	~2,250	~2,700	~1,800
60,000	~1,500	~3,000	~3,500	~2,400
90,000	~2,250	~4,500	~5,250	~3,600
120,000	~3,000	~6,000	~7,000	~4,800

- Natural gas is a less expensive fuel than propane and electricity.
- Propane typically costs \$60 to \$70 per 100 lb tank.



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## Questions

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- Online Cost Calculator and video at:
  - <http://www.uniongas.com/conheat>
- Contact Information



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