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Maurice Baker-Cathy Zoi

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THE WHITE HOUSE

WASHINGTON

August 12, 1993

Mr. Maurice Baker
President
Compass Software, Inc.
319 S.W. Washington
Suite 804
Portland, OR 97204

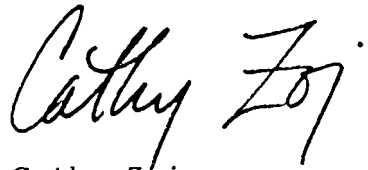
Dear Mr. Baker:

This is to notify you that I am in receipt of Congresswoman Elizabeth Furse's letter of July 9 regarding your work at Compass Software, Inc.

As you know, President Clinton, Vice President Gore and I share your commitment to the preservation of our environment. President Clinton and I believe that in order to achieve our goal of an energy efficient society, we must study and implement new and innovative approaches to address the challenges we currently face. I appreciate learning about your efforts to develop FREEMACS, an energy-accounting software package that aids organizations in selecting cost-effective energy efficiency opportunities for building energy uses.

Again, thank you for sharing this information with me. I wish you much success in your future endeavors.

Sincerely,

A handwritten signature in cursive script that reads "Cathy Zoi".

Cathy Zoi
Chief of Staff, White House Office
on Environmental Policy

CZ/tl

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Compass Software, Inc.
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Again, thank you for sharing this information with me. I wish you much success in your future endeavors.

Sincerely,

A handwritten signature in black ink, reading "Cathy Zoi". The signature is fluid and cursive, with a small dot at the end of the last name.

Cathy Zoi
Chief of Staff, White House Office
on Environmental Policy

CZ/tl

ELIZABETH FURSE

1ST DISTRICT, OREGON

COMMITTEES:

BANKING, FINANCE
AND URBAN AFFAIRS

SUBCOMMITTEES:

HOUSING AND COMMUNITY DEVELOPMENT
CONSUMER CREDIT AND INSURANCE

MERCHANT MARINE AND FISHERIES

SUBCOMMITTEES:

ENVIRONMENT AND NATURAL RESOURCES

MERCHANT MARINE

ARMED SERVICES

SUBCOMMITTEE:

RESEARCH AND TECHNOLOGY

Congress of the United States

House of Representatives

Washington, DC 20515-3701

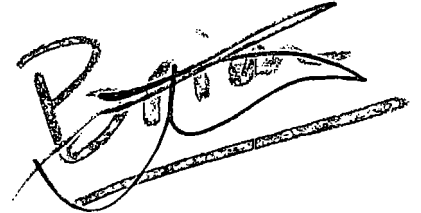
OREGON OFFICE:

MONTGOMERY PARK
2701 NW VAUGHN #860
PORTLAND, OR 97210
(503) 326-2901

WASHINGTON OFFICE:

316 CANNON BUILDING
HOUSE OF REPRESENTATIVES
WASHINGTON, DC 20515
(202) 225-0855

July 9, 1993



Ms. Cathy Zoi
White House Office of Environmental Policy
1600 Pennsylvania Avenue NW
Washington, D.C. 20500

RE: Mr. Maurice Baker

Dear Ms. Zoi:

I am writing on behalf of Mr. Maurice Baker, a constituent of mine, who has requested my assistance with his effort to make the federal government aware of a "green" software program developed and marketed by his firm.

I have enclosed the letter I received from Mr. Baker describing the difficulty he has encountered to date. According to that letter, Mr. Baker applauds the efforts of the White House to encourage the development of green technology and would like to be a part of this revolution.

I would appreciate your looking into this matter and taking whatever steps are necessary to provide Mr. Baker with the information needed to enable him to begin the process of having his product approved for federal purchase.

I am very concerned about this situation and would like to be kept informed of the progress of your action on my constituent's behalf. Please notify Mary K. Elliott in my Portland district office of any decisions or intended actions which will affect the disposition of this request.

Thank you in advance for your prompt attention and cooperation.

Sincerely,



ELIZABETH FURSE
Member of Congress

EF:mkp
enclosure

Compass Software, Inc.

SUITE 804 319 S.W. WASHINGTON PORTLAND, OREGON 97204

(503) 224-3020

FAX (503) 243-3923

"THE SMART DISK"

JUL - 9 1993

July 8, 1993

Rep. Elizabeth Furse
2701 N.W. Vaughn St.
Suite 860, Montgomery Park
Portland, OR 97210

Dear Rep. Furse:

Enclosed is a Reuters News Service article on a federally-promoted program to reduce energy use. The roots of this program are probably found in the Energy Policy Act of 1992.

That this is a good idea is indisputable.

It also provides a business and marketing advantage to those computer manufacturers in that their product is endorsed by the government, and their products qualify for federal procurement, which results in a marketing advantage.

I have been aware of this program for some time. According to IBM, it saves about \$.01 in energy cost per hour of computer time when compared to existing PCs.

Our energy and environmental software spreadsheet, FREMACS, predated the Energy Star program, and offers the user the opportunity to substantially exceed this figure, as noted in the attached, which represents about average results.

We are a small company and would like to benefit from this, or a similar, federal program.

We would like your support for a similar product endorsement and an announcement of an endorsement from the Vice President and from Cathy Zoi, of the White House Office of Environmental Policy.

An effect of such an endorsement would provide an incentive for the software industry to produce and market more "green" software, and enjoy the marketing advantage of an approved federal product.

We would appreciate hearing from you on this soonest.

Thank you.

encl.

Sincerely,

Maurice Baker

Maurice Baker, Pres.



UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
WASHINGTON, D.C. 20460

MAR 17 1993

OFFICE OF
AIR AND RADIATION

Honorable Mark O. Hatfield
United States Senator
One World Trade Center
121 SW Salmon, Suite 1420
Portland, Oregon 97204

Dear Senator Hatfield:

Thank you for your letter of February 10, 1993, regarding Compass Software's FREEMACS energy-accounting software package, for which Maurice Baker would like the use of the Environmental Protection Agency (EPA) Energy Star logo. Brian Johnson, manager of the Energy Star Computers program, spoke with Mr. Baker on Friday, March 5th. I believe they have resolved any confusion that may have existed.

At issue were the purpose of the FREEMACS software and the purpose of the Energy Star Computers program. Energy Star Computers was launched to encourage the introduction of highly energy-efficient personal computers, monitors, and printers, and identify them with the Energy Star logo. The program has recently been expanded to include "allies" -- companies that supply computer components (both hardware and software). Any company, large or small, with products to improve the energy efficiency of computers may join the Energy Star program.

According to Mr. Baker, FREEMACS is not used to improve the energy efficiency of the computers using it. FREEMACS is a spreadsheet-like analysis tool that aids organizations in selecting cost-effective energy efficiency opportunities for building energy uses such as lighting, heating, cooling and ventilation. As such, both the FREEMACS software and Mr. Baker's personal expertise may prove very useful to the EPA staff currently developing an energy-efficient buildings program similar to Energy Star that will focus on improving the energy efficiency of heating, cooling and ventilation.

Mr. Baker is sending a sample FREEMACS package and its documentation to Mr. Johnson, who will bring it to the attention of the buildings team. Mr. Baker also has Mr. Johnson's phone number and the name of the individual heading the buildings team, and has been encouraged to contact EPA directly to avoid further confusion.

B Johnson



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over 100
Incidentally, Energy Star and our other energy efficiency programs are equally open to all companies, regardless of size. Participants in Energy Star now number almost 50, and include several young companies with just a couple of employees. Participants in our EIA's energy-efficient lighting program, Green Lights, range from large organizations like the State of California, with 70 million square feet of facilities, to very small organizations such as the New Canaan YMCA, with only a few lighting fixtures.

Sincerely,



Paul Stolpman, Acting Director
Office of Atmospheric Programs

B.Johnson/LG/6202-J/233-9190/Control #AL930485

United States Senate

WASHINGTON, DC 20510-3701

February 10, 1993

ORE
FILE
FILE
FILE

Mr. Tom Roberts
Acting Associate Administrator
Congressional and Legislative Affairs
Environmental Protection Agency
401 M Street, SW
Washington, D.C. 20460

Dear Mr. Roberts:

Enclosed is a copy of the most recent correspondence which I have received from a constituent of mine, Maurice Baker, President of Compass Software, Inc., regarding EPA's "energy star" logo.

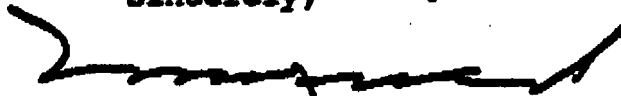
AL 924836 reply 12/8/92
In October 1992, I also forwarded a copy of a letter that I had received from Mr. Baker regarding this same matter. The position of the EPA is that the logo is not appropriate for computer software. This position is difficult for Mr. Baker to understand since he maintains that their spreadsheet both reduces energy use, and as a result, avoids noxious greenhouse gas emissions far in excess of any benefits of the "energy star" logo for a computer. In addition, he believes that the use of the logo for their software would encourage the production of more technology in the form of additional energy-efficient software nationwide.

I believe Mr. Baker's questions are valid and I would appreciate EPA's further review of this matter.

Please respond to my Portland Office, One World Trade Center, 121 SW Salmon, Suite 1420, Portland, Oregon 97204.

With best regards.

Sincerely,



Mark O. Hatfield
United States Senator

MOH:aw

4/17/93

pk

PRINTED ON RECYCLED PAPER

Compass Software, Inc.

SUITE 804 819 S.W. WASHINGTON PORTLAND, OREGON 97204

(503) 224-3020

FAX (503) 243-3923

"THE SMART DISK"

January 7, 1993

Ann M. Warner, Representative
Hon. Mark O. Hatfield, Sen.,
121 S.W. Salmon, 1 WTC
Suite 1420,
Portland, OR 97204

Dear Ms. Warner:

Thank you for your letter of December 14, 1992 concerning the EPA and their refusal to consider the "energy star" logo for my FREMACS computer program.

Their accompanying letter indicates that only "hardware" "products" associated with the computer are to be accorder the "energy star" logo. Their definition of computer products is the computer "box," the printer, and the monitor.

The cassette and the disk (hard or floppy) is also defined in the computer industry as "hardware" that contains the software.

It might well be noted that very few computers are functional without the "hardware" associated with the program or software.

Their response indicates that they may want more information on the environmental and energy aspects of the FREMACS program, and some is included.

I am getting the distinct impression that the EPA is distinctly anti-small business, and wants only corporations like Apple, IBM, Hewlett-Packard, and General Electric to prosper as a result of federal programs.

Enclosed is some information on the customer acceptance of the benefits of the FREMACS program, and a recent ad from the EPA's "GREEN LIGHTS UPDATE."

What reason prevents the EPA from simply permitting my little software company from benefitting from the same federal programs that big business enjoys?

The excuse that the disks and/or cassettes are not hardware does not wash. Why can't they establish a level playing field for both small business and big business?

encl.

Sincerely,

Maurice Baker

Maurice Baker, Pres.

Compass Software, Inc.

SUITE 204 319 S.W. WASHINGTON PORTLAND, OREGON 97204

(503) 224-3020

FAX (503) 243-3923

"THE SMART DISK"

GREENHOUSE REPORT - CALENDAR YEAR COMPARISON

Lic. #12921

COMPARE : Jan 1992 through Nov 1992

WITH : Jan 1991 through Nov 1991

BUILDING:Kollman

Size = 118000 SqFt

NORMAL DD :

3944

ADDRESS :66 hrs/wk

YEAR	BTUs/ SqFt	DDs	Elect. kwh	N. Gas therms	#3 Oil gal.	TOTAL COST	COST /DD
1991	145496	3963	2864400	73933	****	\$158836	\$40.07
1992	131411	3275	2670800	63922	****	\$145787	\$44.51
DIFF	-14085	-688	-193600	-10011	****	\$-13049	\$4.44
PRCNT	-9%	-17%	-6%	-13%	****	-8%	+11%

Electric GREENHOUSE REPORT

TONS CO2 from FOSSIL FUELS

			N. Gas	#3 Oil
KWH Cost,	Diff. -	\$8567.0	Prior Period	428.81
TONS CO2,	Diff. -	184.8	Last Period	370.74
Lbs. SO2,	Diff. -	1723.0	Difference	-58.07
Lbs. NO,	Diff. -	987.3	PRCNT	-13%

Press ENTER to continueThe use and cost data is from monthly bills.

Compass Software, Inc.

804 Spaulding Bldg.
PORTLAND, OREGON 97204
(503) 224-3020
FAX (503) 243-3923



**PUT THE MOST PROFITABLE ENERGY CONSERVATION TOOL
THERE IS AT YOUR FINGERTIPS!**

"Koll Management Services is committed to pursuing aggressive energy management programs for all properties we manage.

"The FREMACS software program enabled us to find our deficiencies.

"After correcting them we cut our energy costs over \$11,000 in the first 7 months with no major investments.

"And we keep all the savings.

"It also helped us achieve the lowest natural gas usage ever recorded for this building.

"One of the best parts of the program is that it shows the results of our efforts to reduce pollution and help the environment.

"By reducing energy waste we kept over 225 tons of carbon dioxide from the air already.

"The FREMACS software system is a great information tool. It helps to lower energy costs and reduce greenhouse gases while still maintaining tenant comfort."



Jerry Hillman,
Chief Building Engineer
Koll Management
Portland, Oregon

Want to upgrade your PC to an energy Profit Center too?

Just insert the FREMACS "smart disk" and key in your energy bill data every month.

You will be surprised at how smaller energy bills can help your bank account and the environment every month.

Most users have saved more than the FREMACS cost in a month.

Call COMPASS SOFTWARE at (503) 224-3020 now for details.

Change a light bulb: combat air pollution and save some money, too

Changing a light bulb with those results may sound screwy, but it's not. If everyone in the United States switched to energy-efficient lighting, 1.3 million metric tons of sulfur dioxide (a main component of acid rain) and 600,000 metric tons of nitrogen oxides (precursors to both acid rain and smog), as well as millions of tons of other emissions like carbon dioxide, could be eliminated every year. And energy-efficient lighting also saves you money—lots of it.

Last year, in a flash of incandescence, the U.S. Environmental Protection Agency (EPA) launched a voluntary program it calls "Green Lights." Its goal is to reduce pollution by encouraging major U.S. institutions—businesses, governments and other organizations—to switch to energy-efficient lighting. Why?

Electric lighting now accounts for about 25 percent of the electricity this country uses. EPA studies show that over half that amount is wasted by inefficient technology and design. The Green Lights Program provides an ingenious way to reduce pollution—and to do it at a profit. Now that's a bright idea.

If energy-efficient lighting were used wherever practical, the nation's electricity demand would be cut by more than 10 percent, leading to reductions in air pollution emissions of up to seven percent. At the same time, lighting improvements reduce electric bills and maintenance costs, and increase lighting quality. Typically, investments in energy-efficient lighting yield 20 percent to 30 percent rates of return a year.

Under the Green Lights Program, more than 600 companies, states and other institutions have committed themselves to install energy-efficient lighting in their facilities nationwide over a five-year period, but only where it is profitable and where quality is

maintained or improved. Not a group to hide its light under a bushel, the EPA, in turn, offers program participants a variety of technical support services to assist in the upgrades.

Mobil joined Green Lights early this year with some illuminating—and astonishing—results: first-year projections show that by switching to energy-efficient lighting in the 16,000 fixtures at our Fairfax, Virginia, headquarters alone, we'll save close to half a million dollars a year. (We'll also reduce carbon dioxide emissions from electrical generation by 3,100 tons a year, sulfur dioxide by 22.5 tons and nitrogen oxides by 10.5 tons.)

Scientists and engineers at our Princeton research center endorsed this concept early in the study. Now, working closely with the EPA's support groups, Mobil has established teams to put Green Lights to work in our office facilities nationwide over the next five years.

Our own studies show, for example, that in most cases, a 15-watt energy-efficient light will do the same job as a 75-watt standard bulb. In some uses—exit lights, for example—a seven-watt energy-efficient bulb will cast just as safe a glow as a 50-watt standard bulb. It doesn't take too many lumens to realize that the savings—in both dioxides and dollars—are tremendous. And, in many cases, our pay-back starts after only four months.

Not to make light of it, but you could hardly do better with Aladdin's lamp.

If your group would like to know more, please call the EPA's Green Lights Hot Line, (202) 775-6650, or write to:

EPA Green Lights Program
401 M Street S.W. (6202J)
Washington, D.C. 20460

"Green Lights" means "go." So get going. Socket to 'em.

Mobil®

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