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## **Price Chopper and Ziphany Shed Light on Energy Cost Reduction for the Food Marketing Institute (FMI)**

Ty Tafel, Energy Manager for Price Chopper and Ziphany, LLC provide presentation at the FMI show in Seattle

*Source: Ziphany, LLC, Buffalo, New York*

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September 18, 2003, Buffalo, NY (USA) - Ziphany, LLC, a provider of Energy monitoring/verification systems, worked with Ty Tafel, Energy Manager for Price Chopper to develop an Energy Curtailment presentation for the Food Marketing Institute's (FMI) annual technical conference in Seattle, WA. Briefly, Mr. Tafel presented highlights of NY State's demand reduction programs and a summary of Price Chopper's proven approach to maximizing returns from participating in these programs.

Mr. Tafel's presentation drew a large audience, which was not surprising; as several states across the country have, or are developing, demand reduction programs similar to those in New York State.

Tim Mattulke VP Business Development Ziphany, commented, "Ty is a knowledgeable and creative individual, he selected Ziphany based upon the capabilities of the products and services we offer. He has since created a very intelligent approach to minimizing effort while maximizing return for his stores. It was evident that the audience appreciated the opportunity to learn from his experiences of within their industry."

Ziphany provides an open-ended communications platform that permits data acquisition from multiple hardware devices and existing building management systems. These data are then transferred to Ziphany's secure website where presentation applications can be utilized to view information to help reduce operational costs.