



CONTENTS:

Agriculture.....	1
Food	2
Chemicals, Petroleum and Natural Gas	3
Fiber, Apparel, Carpet and Textile.....	5
Pulp, Paper & Forest Products.....	5
Materials Fabrication.....	5
Materials Production.....	7
Municipal Water & Wastewater	7
Healthcare	8
New Communications Products Listing.....	8
Calendar of Events	9



September 1999

AGRICULTURE

PROJECT UPDATES

Ozone

Interest in the utilization of ozone in agricultural processes continues to rise. This increased interest is due to food safety concerns caused by Escherichia Coli and other microorganisms in raw agricultural products, the complete banning of methyl bromide as a crop and soil fumigant in industrialized nations over the next five years and the need for enhanced air quality and odor control. The utilization of ozone to reduce microorganisms in agricultural products has many advantages in that ozone leaves no residues, there are few, if any, known oxidation byproducts and the wastewater residues associated with chlorine treatments are avoided.

Because of these food safety and wastewater concerns, the Agriculture Technology Alliance (ATA) office has received several inquiries on the use of ozonated water in washing cut vegetables, hydrocoolers, washing dairy facilities, maintaining poultry water systems, farm equipment washing to remove disease organisms, fruit washing facilities in packing houses and cleaning drip irrigation systems. Many claims are being made that the addition of ozone to irrigation water is providing enhanced crop quality and production. While these claims may be true, they need substantiation and investigation of the economics of such systems.

Although the complete banning of methyl bromide is still in the future, the production and distribution of the chemical will be drastically reduced by the year 2003. Unless suitable

alternative soil fumigants can be found, the loss of agricultural production on crops such as strawberries will be staggering. Further, the loss of methyl bromide as a crop fumigant and insecticide will reduce world trade in agricultural commodities and fruits. With crop prices at their lowest point in several years, the loss of exports will further depress the farm economy and reduce the income of an economic sector that uses large amounts of energy and readily adopts electrical technologies.

The substitution of gaseous ozone in fumigation systems has led to projects and inquiries on grain storage, potato storage, dried fruit preservation, controlled atmosphere storage of fruits and facility fumigation with ozone gas. The utilization of ozone gas to enhance indoor air quality and enhance odor control in egg houses, poultry facilities and confined animal quarters in cold climates is an emerging technology that will be investigated in the near future.

Uses of ozone in production agriculture seem to be growing at an increasing rate. Projects in soil fumigation, drip irrigation, facility fumigation and insect control are being conducted at the Regional ATA-AGTAC Center (Agricultural Technology Application Center) in Tulare, CA. Ozone use in aquaculture tanks is being studied at Cornell University and projects in indoor air quality, odor control and grain handling are under consideration. The Agricultural Technology Alliance strives to stay aware of all uses and maintains sufficient information to guide customers toward tested methodologies.

For further information on this project, contact the ATA through the EPRI Customer Assistance Center.

FOR ADDITIONAL INFORMATION CALL U.S. & CANADA 800-313-3774 (EXT. 4) • INTERNATIONAL 650-855-2121 (EXT. 4)



Crop Handling

All crop handling and drying projects fall into a crop science category called post harvest physiology. This area of science assumes all crops are harvested at their peak of maturity and once harvested they start a degradation process that only reduces quality. The science of post harvest physiology involves understanding these degradation processes after harvest and slowing the processes such that final crop quality is extended for the maximum length of time. Although the length of time crop quality can be extended varies for different crops, a good rule of thumb is proper post harvest handling can extend crop shelf life by four times. For high water content fruits and vegetables such as peaches and tomatoes, this extension may add only 4 or 5 days of shelf life. For crops such as peppers, the shelf life may be increased from 7 days to 28 days. The storage times for grains may be increased by years.

The tools of post harvest physiology are proper harvest and handling techniques, sanitation, ice, rapid cooling, drying, humidity control, cold storage, freezing and controlled atmosphere gases such as nitrogen. Most of these tools are electrically driven and offer EPRI customers the opportunities for technology sales and load growth.

Present ATA projects include techniques to handle and ship tropical fruits and vegetables from Hawaii to the mainland, heat pump drying of grain crops, electro-osmotic moisture removal, and grain chilling. Recently there has been interest in heat pump drying of nut crops and enhanced tropical fruit handling.

The area of post harvest physiology is an established science that is showing renewed vigor. This renewed interest is being driven by consumer demand for quality products and an ever-increasing population that is requiring food conservation to feed a hungry populace. Contact the ATA office through EPRI Customer Assistance Center for opportunities in post harvest physiology projects and the latest technologies available.

UPCOMING MEETING

Agricultural and Food Technology Alliances Joint Fall Meeting

The EPRI Agricultural and Food Technology Alliances (ATA & FTA) Joint Fall Meeting is scheduled to convene October 11-13, 1999, at the Radisson Plaza Hotel, Minneapolis, Minnesota. Meeting Agenda includes a Monday Roundtable Exploration on the Status of the Agri-Food Industry. Monday afternoon, a series of workshops and tours are being developed on topics including waste management and odor control, genetic engineering of agricultural and food products, recent ozone case studies and equipment, an Aquaculture training workshop

and a workshop devoted to developing Hazard Analysis Critical Control Point (HACCP) programs.

On October 12-13, the ATA and FTA will conduct the business of the Alliances, during which subcommittees will evaluate new proposals, review current projects and formulate recommendations for the ATA and FTA Steering Committees to take under advisement. Meeting adjourns at 12:30 p.m., Wednesday, October 12th.

For further information and registration forms, contact Chuck Sopher through the EPRI Customer Assistance Center.

FOOD

MEETING WRAP-UPS

International Food Technologists Meeting

At the International Food Technologists (IFT) Meeting, Chicago, Illinois, July 24-28, 1999, Dr. Don Quass of the EPRI Food Technology Alliance (FTA) and Secretary of the IFT Nonthermal Processing Division (NPD) wrote a newsletter article on the History of EPRI FTA and the IFT NPD for the first issue of the IFT NPD Newsletter.

In the article, Dr. Quass describes the many projects, workshops, short courses and other events centered on the new technologies: Pulsed Electric Fields (PEF), High Pressure Processing (HPP), and Electron Beam Irradiation (E-Beam). As Dr. Quass explains in the article, EPRI has played a continuing role in the formation of the IFT Nonthermal Processing Division and recognizes and supports development of new food processing technologies that will offer consumers food products that are safer, have higher quality attributes and longer shelf life. EPRI and the members of the electric utility industry have a strong interest in developing partnerships with their customers to implement these new electrotechnologies.

Strategy Meeting in Washington, DC

On August 17, 1999, the EPRI Food Technology Alliance invited key industry leaders to a strategy meeting in Washington, DC to discuss the Food and Drug Administration (FDA) action of affirming the generally recognized as safe (GRAS) status of bottled water. This FDA action, based on a technicality, would require all other food uses of ozone would have to be petitioned as a food additive. Since there are many uses of ozone on food, and the time required for a petition can be greater than five years, this simple technicality essentially could remove ozone as a food sanitizer and/or sterilizer.



To address this situation, Drs. Dee Graham and Chuck Sopher invited twenty five industrial leaders to the strategy meeting in the EPRI Washington, DC office. Due to time constraints, eight attended and an additional eighteen signed a general food additive petition for the use of ozone as a sanitizer and sterilizer in all food processes using the fast track approach for review and approval in approximately six months from the time the proposal is submitted.

At the present, plans are proceeding to develop and write the petition. If the petition is successful in approach, it will give FDA sanction which will become part of the Federal Register.

UPCOMING MEETINGS

Fall 1999 Joint Food and Agricultural Technology Alliances Meeting

Meeting plans are well underway for the Fall 1999 Joint Food and Agricultural Technology Alliances Meeting at the Radisson Plaza Hotel, Minneapolis, Minnesota, October 11-13th.

Monday, October 11th, will consist of a morning Roundtable Exploration with corporate leaders from all areas of Food Processing and Agricultural Production discussing the status of the Agri-Food Industry. Discussion topics include sanitation and disease control in food products, incentives to adopt new technologies, process and farm waste management systems, including odor control, the impact of bio-engineering on food sales and world trade, and industry needs from power suppliers. In the afternoon a series of workshops and University of Minnesota campus tours are being scheduled.

October 12 and 13 will be devoted to the business of the Food and Agricultural Alliances. Current projects will be reviewed and new proposals evaluated by the Alliance Subcommittees who will make recommendations to the FTA and ATA Steering Committees. The meeting will adjourn at 12:30pm on October 13.

Contact Chuck Sopher, ATA/FTA Director, through the EPRI Customer Assistance Center for additional information and registration forms for this important meeting.

Midwest Food Processors Association 95th Annual Convention & Midwest EXPO "99"

The EPRI Food Technology Alliance will sponsor an exhibit booth at the Midwest Food Processors Association, Inc. (MWFPA) 95th Annual Convention & Midwest EXPO "99", December 1-2, 1999 at the Midwest Express Center, Milwaukee, Wisconsin.

The Midwest Food Processors Association is a results oriented trade association providing its member companies with information on government regulations, technical affairs and industry matters.

EPRI sponsored food technologies will be featured in the FTA Exhibit Booth. For more information on this event, contact the MWFPA by calling 608-255-9946 or faxing 608-255-9838.

CHEMICALS, PETROLEUM AND NATURAL GAS

PROJECT UPDATES

EPRIweb Publications

As a cost cutting measure, we will be publishing some documents only on EPRIweb. These documents will be announced in the Industrial News Today and elsewhere. A direct hot link to the EPRIweb address where the documents can be accessed will be provided. Examples are shown below.

Click <http://www.eprweb.com/iat/cp/index.html> to find access to DOE 3rd Industrial Energy Efficiency Symposium & Exposition (cosponsored by the EPRI Chemicals, Petroleum & Natural Gas Center), CWRT/EPRI Particulate Continuous Monitoring Workshop (cosponsored by the EPRI Chemicals, Petroleum & Natural Gas Center), and an abstract from the Petrochemical Industry Overview Course presented at the last Chemical & Petroleum Steering Committee Meeting.

Please contact Sam Woinsky with any feedback or questions at 281-419-1122, fax him at 281-419-0811, or send email to epripcpl@ix.netcom.com.

CWRT VOC Book Update

In August we agreed to lend support to the Center For Waste Reduction Technologies' (CWRT's) effort to publish an updated version of their VOC book first published in 1993. We will be allowing them to abstract information from our Center Report on this subject, "Emerging Technologies for VOC Mitigation", CR-107940, published in 1997. In return, we will be monitoring the progress of the work that Baker Environmental will be doing to update the book. This is a low cost way of getting early access to this information. Also, EPRI will be given appropriate recognition in the book, providing valuable exposure and publicity.

Please contact Sam Woinsky with any feedback or questions at 281-419-1122, fax him at 281-419-0811, or send email to epripcpl@ix.netcom.com.



UPCOMING MEETINGS

Gas/Electric Operational/Economic Synergies II Workshop

A workshop, Gas/Electric Operational/Economic Synergies II, will be held October 26-27, 1999, at Williams Gas Pipeline facilities at Williams Tower, Houston, TX. Its purpose is to improve the common understanding of critical issues in the electric and gas pipeline businesses associated with the operational, commercial, and economic interfaces impacting electric compression and supplying gas to power generation. Lead Underwriters are AEP Resources Service Company, Ariel Corp, El Paso Energy, Pipeline Power Partners, L.P., and Williams Gas Pipeline Transco. Lead Sponsors are ABB, Allegheny Power, Basic Systems, Inc. & Bi-Con Services, Inc., Central and South West Services, Columbia Gulf Transmission, Duke Energy (Texas Eastern Transmission), Enron Compression Services, Enron Engineering & Construction Co., New Century Energies, and Voith Turbo Power Transmissions. For more information, call or email W. Richard Schmeal at 713-529-3216 or rschmeal@ix.netcom.com.

CWRT/EPRI Workshop: Water Management: Issues, Technologies and Solutions and the EPRI Chemicals & Petroleum Steering Committee Meeting

Both of these meetings are being held back-to-back in St. Louis, Missouri. The Water Management Workshop is being held at a Monsanto facility near the hotel where the Chemicals and Petroleum (C&P) Steering Committee meeting is being held.

The Water Management Workshop is being held on November 10, 1999, starting at 8am and adjourning at 5pm. The workshop will include the following topics with speakers from the companies indicated after each topic in parentheses:

1. Issues (EPA, TNRCC, EPRI, Pell-Frischmann)
2. Technology Overview (Solutia)
3. Case Histories (Dow, Solutia, ICI-UK)
4. Methodologies for Implementing Water Management (EPRI Contractor)
5. New Enabling Technologies (Glegg High Capacity Electrodeionization, Niro Freeze Concentration, Zenogen Low Sludge Biotreatment, U. Missouri Cooling Water Conservation Via Advanced Distillation, IMT Microwave Emulsion-Breaking)
6. Breakout Sessions - Path Forward (All).

The Chemicals & Petroleum Steering Committee Meeting is being held on November 11, 1999, starting at 8am and adjourning at 4:30pm. The meeting will tentatively include the following: continental breakfast and lunch - including speaker (TBA), status of EPRI changes and future plans, 1999 program status reports and 2000 plans (for Energy, Environmental, Process, SS&T and Natural Gas Programs), center financials for 1999 and 2000, discussion items and other items - theme for future meetings.

Please note that although in the August issue of the Industrial News Today, we indicated that the Water Management Workshop would be on November 9-10, 1999 and the Chemical & Petroleum Steering Committee Meeting would be on November 11-12, 1999, to accommodate busy schedules, we have changed both events to one day meetings (the Water Management Workshop on November 10, 1999 and the Chemicals & Petroleum Steering committee Meeting on November 11, 1999).

We encourage you to book your travel and sign up for both events early.

The Chemicals & Petroleum Steering Committee Meeting is only open to members of the Chemicals, Petroleum and Natural Gas Target. The CWRT/EPRI Water Management Workshop is open to the public for a fee of \$55. Please make your checks payable to AIChE-CWRT and mail them to the EPRI Chemical, Petroleum & Natural Gas Center, Attention Sam Woinsky at 47 Quiet Oak Circle, The Woodlands, Texas 77381. Also, please include the following sign up information: which events you are attending, your name, company name and address, phone number, fax number, email address and your check.

If you are signing up for just the Steering Committee Meeting, please email the above information to Sam Woinsky at epripcpl@ix.netcom.com and copy Lynn Stone at lstone@epri.com. If you are signing up for the Water Management Workshop, please also email your sign up information to the above in addition to mailing it.

Please book your hotel reservation with the Hilton St. Louis Frontac Hotel at 314-993-1100. Ask for the EPRI \$99 rate for single/double occupancy which is good through October 14th. The hotel is located at 1335 South Lindbergh Boulevard, St. Louis, Missouri 63131.

Please contact Sam Woinsky with any feedback, questions or for any additional information at 281-419-1122, fax him at 281-419-0811, or send email to epripcpl@ix.netcom.com.



FIBER, APPAREL, CARPET AND TEXTILE

PROJECT UPDATE

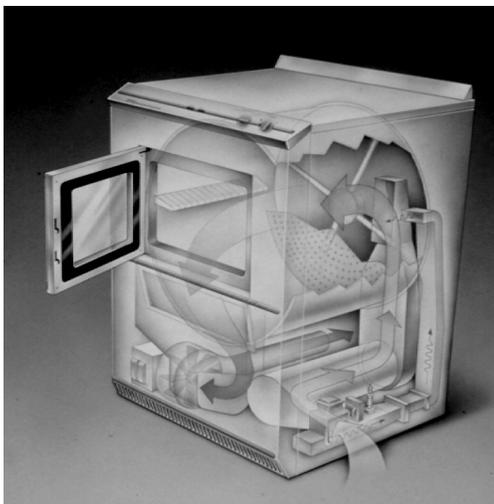
Textile Office Completes Microwave Tumble Drying Demonstration

Textile Office completes microwave tumble drying demonstration for Tony's Brushing and Processing in Brooklyn, New York. A two week in-plant demonstration project sponsored by the New York State Energy Research and Development Authority (NYSERDA) was successfully completed with the pilot EPRI Industrial Microwave Tumble Dryer. The 70% drying efficiency achieved will save 30-35% in fabric drying costs and offer simple payback of one year for production scale microwave dryers.

Ozone Laundering and Microwave Drying in a Large Correctional Facility

The Textile Office Started a Project with Tennessee Valley Authority (TVA) to Evaluate Ozone Laundering and Microwave Drying in a Large Correctional Facility. Phase I of the Project, feasibility trials, will be completed in September. If the feasibility trials are successful, on-site demonstrations of Ozone Laundering and Microwave Drying will be scheduled in October and November.

For more information on either of these projects, please contact Ed Fouche at 919-515-7550 or efouche@epri.com.



EPRI Pilot MW Dryer for Industrial Demonstrations

PULP, PAPER AND FOREST PRODUCTS

PROJECT UPDATES

Pinch Energy Optimization Study

The Pulp and Paper Office has completed a Pinch Energy Optimization Study for BC Hydro and Crestbrook Industries. A potential for \$1.9 million in energy cost savings was identified. The \$3.1 in capital projects required to achieve these savings could be implemented at a 60% Internal Rate of Return (IRR).

Fertigation Project

The Pulp and Paper Office has started a Fertigation Project with Florida Power and Light for Georgia Pacific's Pulp Mill in Palatka, Florida. The potential benefits of utilizing 30+ million gallons of wastewater discharge to irrigate/fertilize (Fertigation) and increase forest productivity on 12,000 acres of forest surrounding the mill will be evaluated. Significant environmental benefits (avoidance of discharge to stream/river) and significant returns on the Fertigation investment are the primary goals of this technology demonstration project.

For more information on either of these projects, please contact Ed Fouche at 919-515-7550 or efouche@epri.com.

MATERIALS FABRICATION

PROJECT UPDATES

Hybrid Dual Fuel Industrial Heating Systems

This Center for Materials Fabrication (CMF) project provides an opportunity to establish a proprietary position on a new technology. It is a multi-phase program designed to develop and commercialize a hybrid electric and gas-fired heating system. This concept of using both electricity and gas is not new. During the energy crisis of the 1970s and again in the 1980s, studies were conducted to investigate the feasibility of dual-fuel heating systems. Now as we enter the new millennium, a new variable retail energy competition could significantly impact this technology. With competition, energy prices may vary on an hourly, daily or seasonal basis for both electricity and gas. This makes forecasting energy costs most difficult for industrial manufacturers considering the purchase of new process heating equipment.



Commercial viability of dual fuel systems has improved as a result of the new operating environment and the development of more efficient electric heating methods. Now is the time to reintroduce this technology and develop commercial products. For more information contact: Gary Walzer, CMF Director, 614-421-3440; gwalzer@tarateccorp.com.

Microwave-Assisted Gas/Electric Firing of Ceramics

Following the development of their technology for curing ceramic materials, EA Technology has requested assistance from CMF in identifying commercialization partners in the U.S., and developing demonstration sites for their microwave-assisted curing method. EA studies have shown that combining electric and convection heating to cure ceramics virtually eliminates the thermal stress which can lead to cracking when microwave is used (the inside of piece becomes hotter than outside), and the opposite effect when gas is used. The combination of the two stops radiated heat loss resulting in rapid heating with minimal temperature gradient, provides up to 75% savings in production time, results in fewer scrap parts from cracking, and results in a higher material density. This curing system can be applicable across the board for ceramic end products. For more information contact Jim Wade, CMF, 440-563-3823; jwade@tarateccorp.com.

Coatings Cost Comparison Worksheet

Version 3.0 of the Coatings Coat Comparison Worksheet is now available for CMF supporters. The new software features a user-friendly interface with two levels of input that enable the user to do either a quick analysis of energy costs associated with a particular finishing line, or an in-depth assessment that includes all other variable operating costs. With minimal input, the user can compare the energy costs for curing liquid and/or powder coating systems with several heating methods and determine with a detailed analysis should be pursued. The curing options include gas convection ovens, gas infrared ovens, electric infrared ovens, and hybrid ovens (gas convection with an electric infrared (IR) booster). In addition to annual operating costs, information regarding the sizes necessary for convection and infrared ovens is also automatically calculated

and presented to the user. Version 3.0 of the Coatings Cost Comparison Worksheet is an excellent tool for identifying situations where electric IR curing ovens or booster ovens can increase productivity and/or reduce overall operating costs. For additional information contact Sal Lovano, CMF, 216-226-3470; slovano@tarateccorp.com.

Benchmarking Study For Plastic Injection Molders

CMF has been offering a unique measurement tool for EPRI members plastic injection molding customers. Participation in Benchmarking for Plastic Injection Molders allows molders an unequaled way to see how their operation stacks up to the competition. Unlike traditional benchmarking studies, this tool examines business, operational and equipment measures and will allow plastic injection molders to understand their strengths and weaknesses on more than 100 practices, measures, and performance metrics.

The Plastics Injection Molders Benchmarking Study is a good data point, commented Ricky Heidgerken, CPE, Kiehl Engineering; It's very useful to me to go back and do a litmus check and compare where we are to the values in the study. Our customers are Fortune 500 companies and I keep pretty close tabs on things. This study is a valuable tool for me. Kiehl Engineering was among the early participants in this study.

EPRI CMF member utilities can sponsor their injection molding and custom coating customers for these studies. To learn more about how you can help your customers benefit from this unique study, contact Mike Carter, CMF at 614-421-3440 or mikec@tarateccorp.com.

CENTER ACTIVITIES

We've Moved

EPRI CMF has moved to our new offices at 1251 Dublin Road, Columbus, Ohio 43215.

Our telephone number, 614-421-3440, fax number, 614-421-3446, and email addresses remain the same.



MATERIALS PRODUCTION

PROJECT UPDATES

Iron Melting Models

The Center for Materials Production (CMP) has initiated a project to update existing CMP economic modeling for iron melting. The end product, to be available by the end of 1999, will be a cost comparison spreadsheet that will combine and update information in CMP Report Numbers 89-4 and 91-12. Specifically, the spreadsheet will provide side-by-side comparison of the operating costs for melting iron via:

- Induction Channel Furnace
- Coreless Induction Furnace
- Cupola
- Cokeless cupola (Taft & KGT types)
- Plasma Cupola

Input variables include labor rates, fuel costs, charge material, and refractory types as well as environmental and capital costs. The model will calculate operating costs for each of the six melting methods and allow detailed analysis and comparison of two or three selected methods.

Verification of Induction-Heating Model Underway

EPRI CMP has initiated a study to obtain the data necessary to verify the theoretical model for induction heating, which was part of the Induction Heating Marketing Kit (CR-107063). In 1997, CMP published this marketing kit for use by utility representatives in marketing induction-heating technology to the steel and aluminum industries. The kit contains a computer thermal and economic model for predicting the approximate heating rate and cost of heating steel and aluminum billets and slabs by induction. Because the current model provides only an estimate of the theoretical heating rate, it provides only an initial benchmark for measuring the viability of induction heating. Verifying the model by experimentally obtaining heating rates for steel and aluminum, and modifying the model if necessary, would make the model more useful as a marketing tool. A verified model would also promote a full evaluation of induction-heating and would encourage its adoption for products that are primarily heated by gas-fired technologies.

Induction-heating trials on carbon-steel, stainless-steel and aluminum billets are now underway. These trials are expected to be completed by mid-October. CMP will then compare the actual heating-rate data with that of the theoretical model and prepare a report.

For more information on this project, please contact the CMP office through the EPRI Customer Assistance Center.

CENTER ACTIVITIES

New Director Named

William D. (Bill) Munk has been named Director of the EPRI Center for Materials Production (CMP). Bill joins CMP after a long career in the energy industry at Columbia Energy where he held positions in R&D, Marketing Development, and Marketing, spending most of his time on the industrial side of the business. Bill is located in Columbus, Ohio. The CMP office will remain in Pittsburgh and is staffed by Ken Brickner, CMP Project Manager, and Donna Hunter, support staff. Bill, Ken and Donna are eager to assist you in your materials production activities.

Bill Munk
EPRI CMP
1251 Dublin Road
Columbus, OH
Phone: 614-225-2590
Fax: 614-291-2867

Ken Brickner and Donna Hunter
EPRI CMP
Parkway Center East, Bldg. III
2020 Ardmore Blvd, Room 335
Pittsburgh, PA 15221
Phone: 412-351-4060
Fax: 412-351-4207

MUNICIPAL WATER & WASTEWATER

PROJECT UPDATE

MWW Program Supports Implementation of Ozonation to White Plains Water Supply System.

The Municipal Water and Wastewater (MWW) Program recently completed an Ozone Demand-Decay Study to assist in the sizing of future ozone equipment for the White Plains, New York Water Supply System. The Program, along with the electric utility sponsor, the New York Power Authority, are now involved in a three phase feasibility study on the use of ozone as the primary system disinfectant.

The first task in the study assessed the feasibility of injecting ozone directly into the water supply. Initial economic calculations were used to develop a comparison of three methods of injecting ozone into a pressurized main. The conclusions of this initial task are that injecting ozone into a pressurized main is feasible, with the most feasible injection method using a small sidestream. The second task is currently underway and will address the location of ozonation facilities and injection units and certain demand-decay issues. The results of these efforts will be used to complete a conceptual design of the ozone facilities. The White Plains Water Supply



Feasibility Study is an excellent example of a collaborative research effort, sponsored by the MWW Program and providing direct support to an electric utility funder s municipal water customer.

For additional information of this project, please contact the MWW Center through the EPRI Customer Assistance Center.

HEALTHCARE

MEETING WRAP-UP

Healthcare Target in 2000

The Healthcare Initiative (HCI) staff met with a small group of members in Chicago, IL on September 9-10, 1999, for the purpose of redefining the products and services that will be offered in the Healthcare Target in 2000 and beyond. Because of deregulation, the way our members will be doing business with their healthcare customers will change drastically. In addition, if the way they do business with their customers changes, then how HCI does business with its members must

change as well. In an effort to better understand what a utility s relationship will look like with their healthcare customer in the future, HCI requested a forum to openly discuss this and other related issues.

The meeting was very informative and highly insightful. The discussions were based around several key issues:

- Desired outcomes for membership in HCI
- Activities or steps required for achieving these outcomes
- Obstacles to achieving those outcomes
- Strategies and resources needed for achieving those outcomes

The attendees recognized that this ad hoc meeting was just the starting point of continued discussion that must take place with the entire membership of HCI. It was decided to bring a completed review of this meeting to the October Conference being held in Charleston, South Carolina October 13-14, 1999, and to continue the discussion at that time. During the October Conference, we will complete the analysis of the marketplace and present building blocks for commercialization that will satisfy that marketplace.

Look in next month s issue of the Industrial News Today for the completed review of the October 9-10 meeting as well as a synopsis of the progress made during our October Conference.

Please direct all questions and information requests regarding the September meeting in Chicago or the October Conference being held October 13-14 in Charleston to call Kelly Ciprian at 614-855-1390 or at kciprian@epri.com.

NEW COMMUNICATIONS PRODUCTS

INSTRUCTIONS FOR VIEWING ALL HYPERLINKED COMMUNICATIONS PRODUCTS

The communications products listed below are available on-line. Just click your mouse on any of the products listed to access the publications on EPRIweb. Follow EPRIweb instructions for printing, ordering and downloading the products of your choice.

OI#	TITLE	DIST. DATE
Agriculture and Food		
TR-113380	EPRI's Agricultural and Food Technology Alliances Joint Meeting Spring 1999	Aug-99
Materials Fabrication		
TC-113571	Cryogenic Processing of Metals	Sep-99
Materials Production		
TR-112357	ARCDUST -- A Model for Analyzing EAF Dust Recycling Cost	Jun-99
Healthcare		
TR-113093	Power Quality and Electromagnetic Compatibility Case Studies for the Healthcare Industry	Sep-99
Municipal Water and Wastewater		
TC-102725-RI	Electrotechnologies for Medical Waste Treatment	Sep-99
TC-113574	High-Rate Clarification for the Treatment of Wet Weather Flows	Sep-99

FOR ADDITIONAL INFORMATION CALL U.S. & CANADA 800-313-3774 (EXT. 4) • INTERNATIONAL 650-855-2121 (EXT. 4)



EPRI INDUSTRIAL AND AGRICULTURAL TECHNOLOGIES & SERVICES

BUSINESS SUMMARY:

Responding to the needs of EPRI members and their customers, activities focus on being the Business Partner of our members by delivering products and services that provide competitive advantages in the marketplace:

- ▶ Supporting Customer Retention and Competitiveness
- ▶ Growing Electricity Market Share
- ▶ Offering New Business Opportunities
- ▶ Increasing Customer Value of Electricity
- ▶ Providing Customers with Energy Solutions

EPRI Customer Assistance Center
771 Dearborn Park Lane, Suite P
Worthington, Ohio 43085-5720
800-313-3774 (ext. 4) & fax: 800-832-9267
International 650-855-2121 (ext. 4) & fax: 614-846-7306
Email: askepri@epri.com

1999 EPRI INDUSTRIAL CALENDAR OF EVENTS

Sep 27-28	ATA Ozone Conference II: Pre and Post Harvest Applications	Tulare, CA
Sep 30-Oct 1	Client Relations Council Meeting	Nashville, TN
Oct 4-6	1999 Gas Machinery Conference & Exhibition	Houston, TX
Oct 4-8	Retail Advisory Meeting	Vancouver, CANADA
Oct 5-6	Fall Industrial & Agricultural Business Advisory Council Meeting	Vancouver, CANADA
Oct 11-12	Pulp, Paper & Forest Products Advisory Board Meeting & Seminar	Charlotte, NC
Oct 11-13	Agriculture & Food Technology Alliances Joint Fall Meeting	Minneapolis, MN
Oct 13-14	Fall Healthcare Initiative Conference	Charleston, SC
Oct 20-21	Research Advisory Committee (RAC)	La Jolla, CA
Oct 20	Water & Energy Conference	Nashville, TN
Oct 21-22	Municipal Water & Wastewater Program Meeting	Nashville, TN
Oct 26-27	Chemicals & Petroleum Gas / Electric Partnership Workshop	Houston, TX
Oct 25-26	Materials Fabrication Advisory Council Meeting	Philadelphia, PA
Oct 27-28	Materials Production Advisory Council Meeting	Philadelphia, PA
Oct 28-31	Worldwide Food Expo '99	Chicago, IL
Nov 7-11	International Forum on Electrolysis in the Chemical Industry	Clearwater Beach, FL
Nov 10	CWRT/EPRI Water Mgmt. Workshop: Issues, Technologies & Solutions	St. Louis, MO
Nov 11	Chemicals & Petroleum Steering Committee Meeting	St. Louis, MO
Nov 16-17	Board of Directors Meeting	San Antonio, TX

*Calendar items in **bold** have been revised or added since last month's Calendar of Events*

EPRI 3412 Hillview Avenue, Palo Alto, California 94304 USA PO Box 10412, Palo Alto, California 94303 USA
 800.313.3774 fax 650.855.2121 askepri@epri.com www.epri.com

FOR ADDITIONAL INFORMATION CALL U.S. & CANADA 800-313-3774 (EXT. 4) • INTERNATIONAL 650-855-2121 (EXT. 4)