

# If winter is normal, your energy costs will likely go up

### Take steps to help business become more efficient

BY JIM M. ROSENBERG  
Special Staff Writer

Administration, which uses residential energy as its benchmark, used the average household could see heating bills rise by as much as \$330 over last winter's.

Moreover, you'll get your rates each year as you deplete the cost of the system. If you don't invest in energy-efficient equipment, heating or air conditioning equipment must be replaced.

The Internet has plenty of information to help small businesses save on energy. The Environmental Protection Agency Web site (www.epa.gov) has calculators to help small businesses compare and track energy costs. It also has information on upgrading or replacing heating and cooling systems.

These products generally carry a price tag of \$100 to \$200. Energy Star computers are their economic equivalent. If you purchase a new computer, you'll save money on the electricity it uses.

Perhaps the most important thing you can do to keep your electricity bill from rising is to be more proactive. You'll save money on electricity if you take the time to make these improvements.

## Some relatives must earn jobs

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"I think that a lot of business have done that. A lot of people have said that when they say 'I'm doing the business.' In retrospect, he said, many business owners have found that to be a mistake.



Russel Dages Jr. and his father, Russel Dages Sr., are part of the family tradition that Russel Sr. began when he founded Dages Paint Co. in 1930. He had eight years of outside work experience before joining the company.

Another approach, Nixon said, is requiring family members to start at the bottom and work their way up. The family members learn the business from the ground up and can gain experience with other employees.

Marking the 40th anniversary of the company's founding, Dages Jr. said he was looking for a career outside the family business. He had the management skills to run the company, but he wanted to work for someone else.

Still, if they someday want to join the company, Dages said, they should really prefer they didn't come to work here.

## Consider seeking a bigger partner with similar goals

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## Third time is charm for listing company

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Paul Spino, 47, left, and Kamil Muhammad, 26, are president and chief executive, respectively, of Dwelltek. Muhammad is a former software engineer at Microsoft.

After listing out on the Louisville Association contract, Dwelltek's principals took a break in the industry. They had to start over.

Microsoft used to be a big client, but they had to start over. They had to start over. They had to start over.

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## Dress for success in your own business

BY RICHARD HARVEY  
Special Staff Writer

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