

Welcome



Thank You!

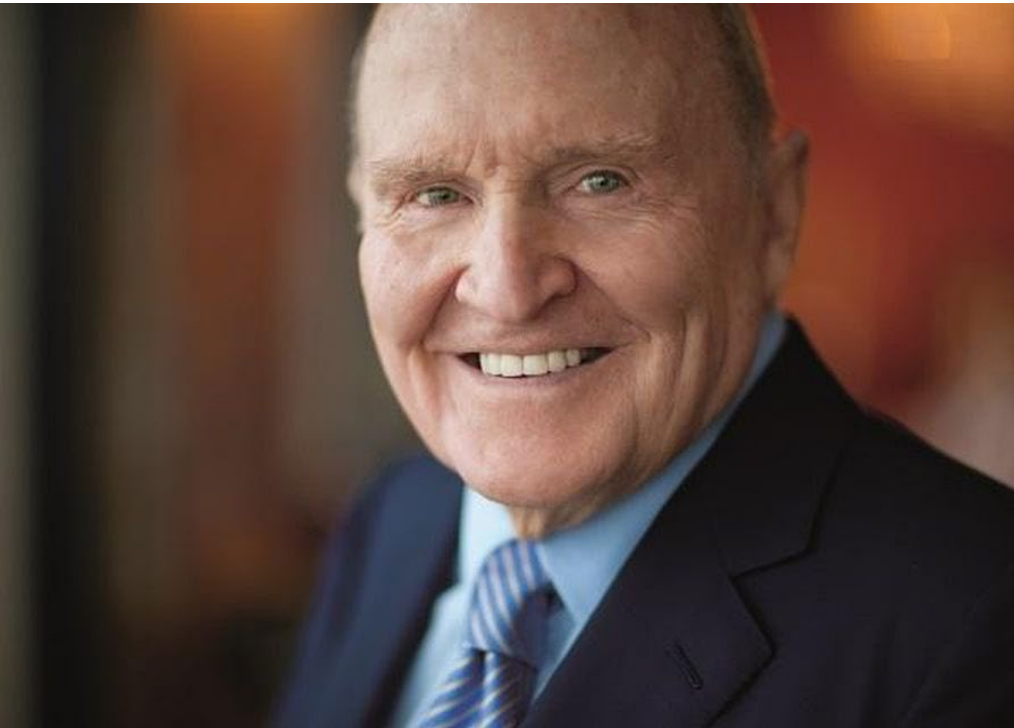
We appreciate your time.

We expect that you will find these next few minutes to be informative and valuable.

Our goal is to help you increase your profits.



Cost Control



*“A dollar saved is like \$15 in additional sales. That’s why I built GE with an aggressive eye towards **controlling costs.**”*

Jack Welch

Legendary GE CEO

Raised GE value 4,000% in 20 years

1981 - 2001

What We Do

- We help our clients **PAY LESS** for the utilities they use.
- We are NOT efficiency experts or engineers but rather **experts in how utility companies BILL their commercial and industrial customers**, which is far more complicated than most people realize.
- It's a matter of being billed most advantageously.



The Company



- Since 1975 we have been helping clients navigate the complex rate structures of utility companies and **saving our clients money.**
- Widely recognized as one of the top utility cost reduction experts in the country and we have several ex-utility employees on staff.
- Located in West Chester, PA (suburb of Philadelphia) with an office in NJ as well. Full-time staff of 20+ with many employees having been here for decades.
- We analyze electricity, natural gas, water and sewer bills.

We Help In 2 Ways

1. Utility Rate Analysis

Ensuring that your company is on the lowest possible rate. We work in the areas of:

- Base Rates
- Riders
- Tariffs
- Discounts
- Excess Charges

2. Supplier Billing Errors

Utility Suppliers are not perfect either. Even if you are on the right rate, your utility company or your supplier could err **costing you money!**



Billing Errors Occur Regularly



And **deregulation makes utility bills even more complicated.** We have encountered many situations where the supplier price charged does not match the price in the supplier contract. In other cases, line item charges are added to the bill when they were supposed to be included in the fixed price.

We know the “lay of the land” and have an ideal perspective to ensure the lowest possible costs and highest net profit for your Company!

Commercial Utility Rates Are Complex

Utility Companies are NOT required to be sure that you are on the lowest possible rate or that you are taking advantage of all discounts, riders or other billing options that may be available to you and could save you money.

Here's an example:



PECO Energy Company
Price to Compare ("PTC") Sample Calculation
For Illustrative Purposes Only
Small Commercial & Industrial Class (Up to 100KW) - Rate GS

<u>Line No.</u>	<u>June 2017 - August 2017</u>		
1	Generation Charge = C Factor + E Factor + Administrative Cost Factor + Working Capital Factor + AEPS Factor		
2	Default Supplier Full Requirements Costs	5.847	cents/kWh
3	Misc Costs	0.018	cents/kWh
4	Subtotal, <i>Line 4 = Line 2 + Line 3</i>	5.865	cents/kWh
5	Multiplied by Overall Line Loss Factor Ratio (<i>See Note A</i>)	1.0004	
6	Subtotal, <i>Line 6 = Line 4 X Line 5</i>	5.867	cents/kWh
7	Multiplied by Adjustment Factor for Gross Receipts Tax, $1/(1-T)$, $T = 5.90\%$	1.0627	
8	C Factor, <i>Line 8 = Line 6 X Line 7, (See Note B)</i>	6.235	cents/kWh
9	E Factor - Reconciliation (<i>See Note C</i>)	-0.110	cents/kWh
10	Administrative Cost Factor (<i>See Note C</i>)	0.001	cents/kWh
11	Working Capital Factor (<i>See Note C</i>)	0.034	cents/kWh
12	AEPS Factor (<i>See Note C</i>)	0.061	cents/kWh
13	Generation Charge, <i>Line 13 = Line 8 + Line 9 + Line 10 + Line 11 + Line 12</i>	6.221	
14	PTC = Generation Charge + Transmission Charge		
15	Generation Charge, <i>from Line 13</i>	6.221	cents/kWh
16	Transmission Charge (<i>See Note D</i>)	0.537	cents/kWh
17	Small Commercial & Industrial Class (Rate GS) PTC, <i>Line 17 = Line 15 + Line 16</i>	6.758	cents/kWh

Notes

(A) Overall Line Loss Factor Ratio = $(1-ALL)/(1-LL)$; ALL refers to the average line loss factor for the procurement class, LL refers to the line loss factor for the specific rate class. For purpose of forecasting, the transmission and distribution line loss percentages for Rate GS is 9.35%, the average line loss factor for Small Commercial & Industrial class is 9.31%.

(B) C Factor costs include energy, capacity, ancillary services and other costs. See PECO's Electric Tariff for details.

We Have The Expertise



- We have been analyzing utility rates for almost 45 years.
- We've looked at over a million utility bills for over 10,000 clients.
- We have a vast data-base of rates and other utility company billing information and practices.
- Errors occur all the time and most utility customers are NOT in a position to identify them or to pursue refunds or corrections.

Partial Client List

For the most part we work with companies that spend a lot on utilities. We have a “high hit rate” and can often lower bills and save clients a lot of money. If not, they get the assurance that they are on the best/lowest rates available.

- **Industrial** – DuPont, Sunoco, G.E. Power Systems, H.J. Heinz
- **Commercial** – Cintas, AMC Theatres, Verizon, Plymouth Meeting Mall
- **Institutional** – Philadelphia Eagles, Temple University, Academy of Music
- **Pharmaceutical** – GSK, Emergent BioSolutions, Astra-Merck
- **Food & Beverage** - Coca-Cola Bottling, Pepsi, Quaker Oats, HERR Foods
- **Municipalities** – Hundreds of Cities and Boroughs including the city of Philadelphia and the city of Chester, PA

Our Team of Experts Gives You Piece of Mind

We represent huge buying power and deep seated knowledge of this complicated area.

Have you ever wondered if your utility bill is correct?

Are they giving you the best deal possible?

Our thousands of customers put us in a position of **knowing**, not wondering or guessing!



Fee Structure



We never charge an up front fee.

Everything we do is on a contingency basis – our fee is always based on our ability to **get results** and we share 50/50 when savings or refunds are realized as a direct result of our recommendations.

It's very much like a “partnership” and that's how our clients view us.

Our Simple Approach

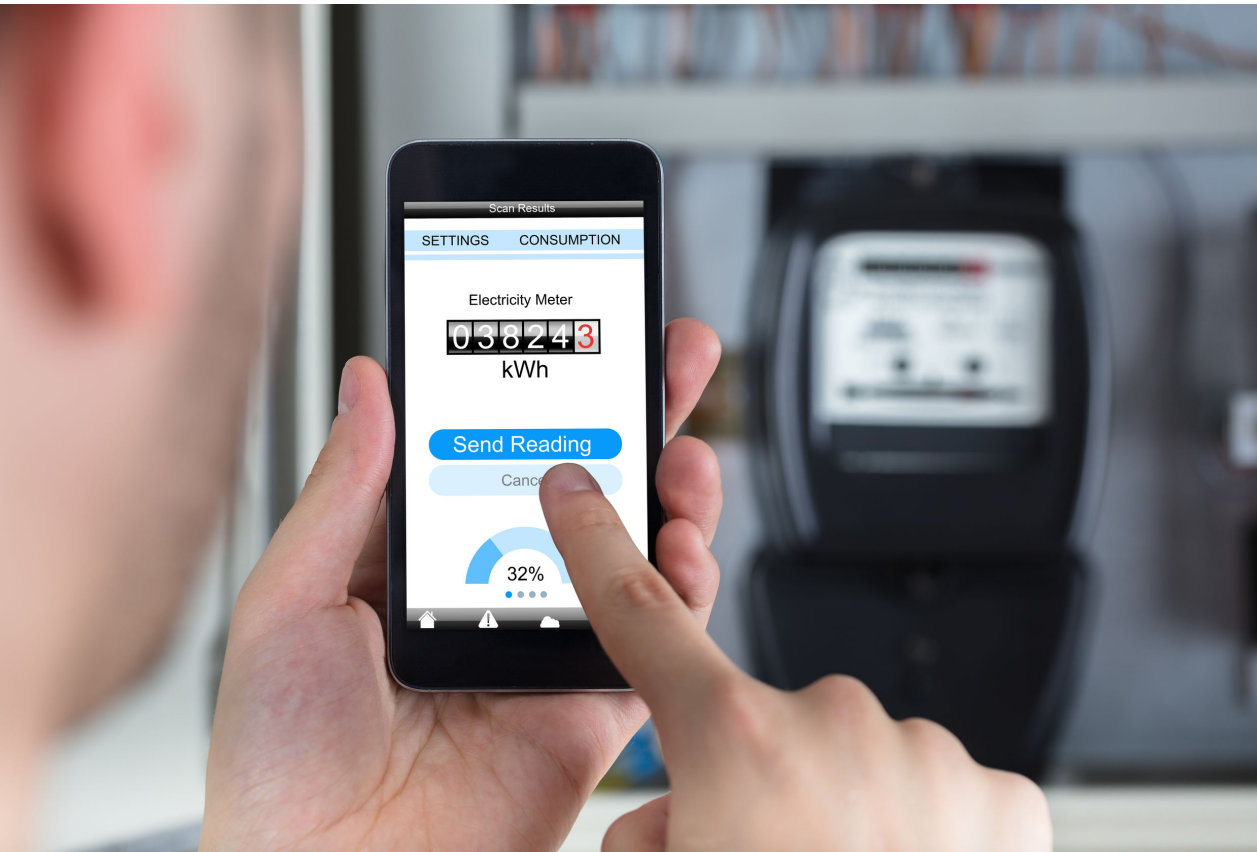
All we need to get started:

- Copy of a recent bill.
- Authorization to utility company to work with us.
- Agreement to share 50/50 for any refunds we get you.

We'll address forward looking savings if/when we find them.



Why Take The Chance?



Utility bills are forever.

Ensure that you don't pay 1 penny more than you should!

The sooner we start, the sooner you'll be saving.

How can we get a copy of a recent bill?

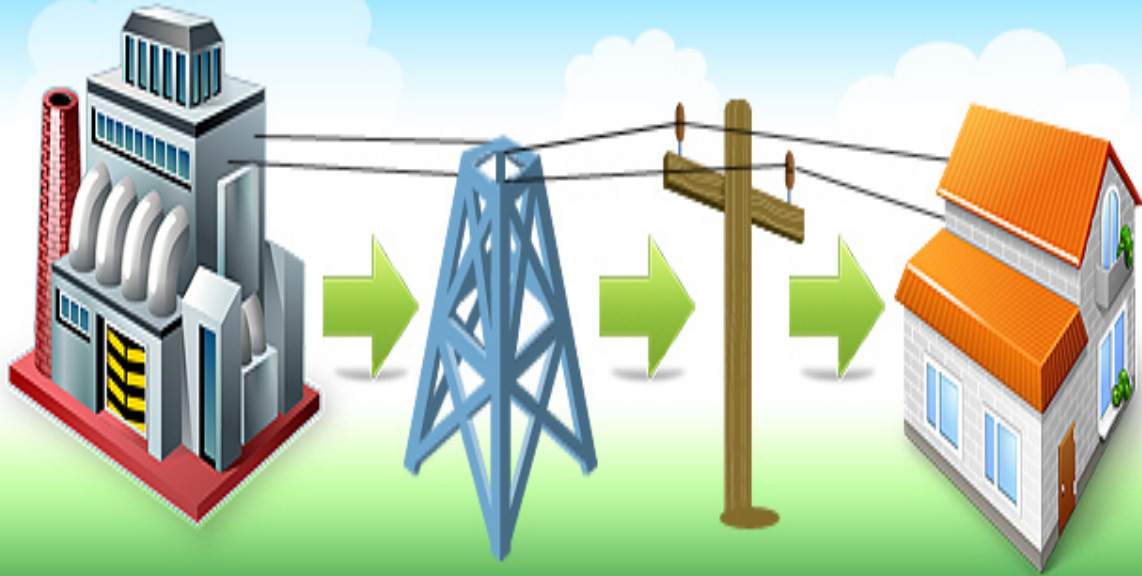
We're looking forward to working with you.

Our Process

1. We start with an in-depth review of our clients historical billings. (All we need is a copy of 1 bill and a Letter of Authorization).
2. Review current and anticipated operations that can affect electric/gas usage, billing and costs.
3. Evaluate all applicable utility rates, riders, discounts and historical billing errors with each utility company – many have “glitches” in their billing process (we know them ALL very well).
4. Make specific recommendations to, and carry on discussion and negotiations with, the utility company on behalf of our client.
5. This can be an elaborate time consuming process for CUC (not for the client) but time and again has produced refunds and savings for our clients.

We Are Deregulation Experts

Supply - Transmission - Distribution



The **deregulation** of the **natural gas** and **electric** industries opened up the “supply” to competition.

We Are Apex Utility Brokers

We have created a “muscular” proprietary online auction system to ensure you get the lowest cost supplier.

The increased complexity creates even more opportunity for over charges, errors and mistakes.

ELECTRIC & GAS DEREGULATION

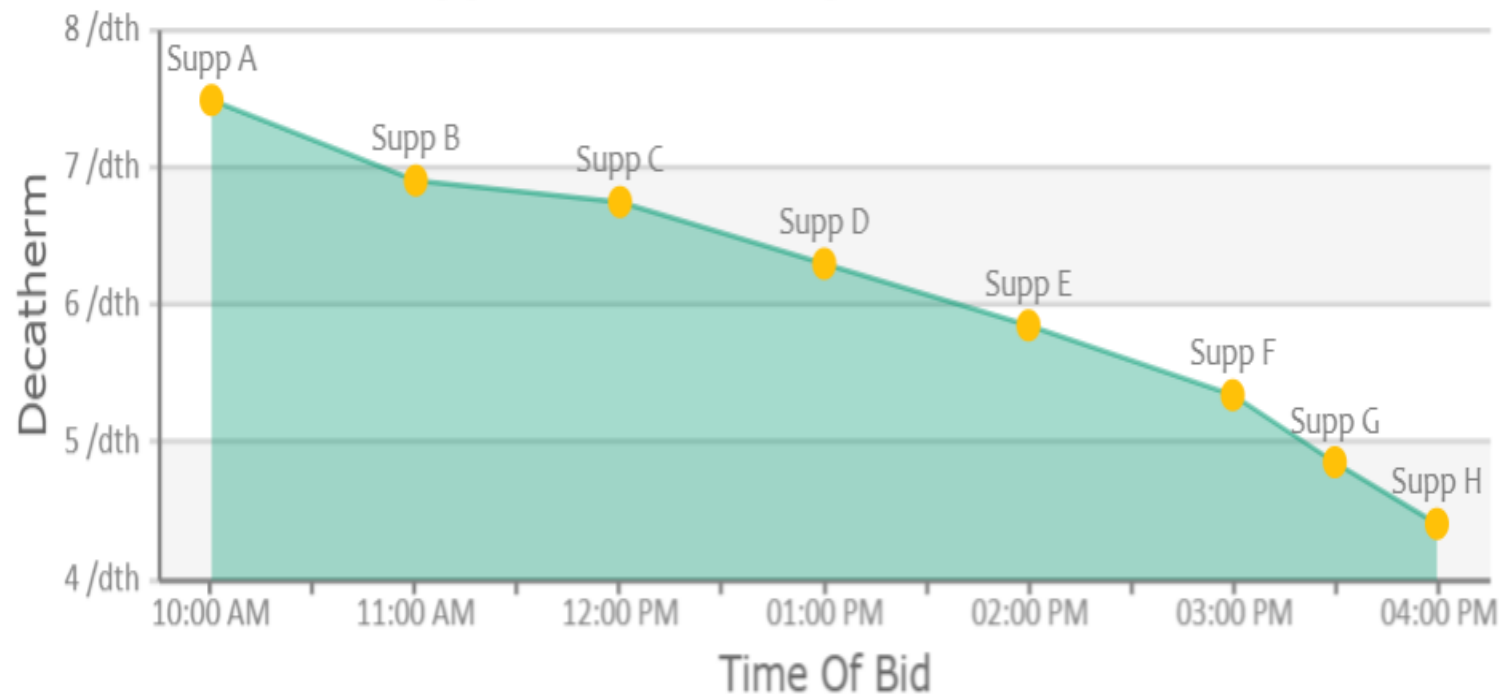
Commercial Utility Consultants helps companies maximize their electric & gas deregulation savings opportunities while avoiding potential risk.

Times are changing in the utility industry. Electricity & Gas users are now being provided with a choice of Suppliers in an increasing number of States. In these areas, the local utility company becomes the Distribution Company, while electric could be supplied by a number of alternate suppliers.

Remember - You can lose money by choosing a more expensive energy alternative.

COMPETITIVE MARKETPLACE

Suppliers Bid To Help Reduce Cost



▲ GAS UTILITY

CanvasJS.com

Suppliers Bid To Help Reduce Cost

\$0.1 /kWh

