

# Energy Procurement

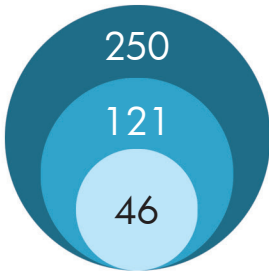
Unbiased and independent since 1996, APPI Energy provides data-driven energy consulting and procurement solutions that reduce electricity and natural gas costs in Pennsylvania. As energy management consultants, we perform due diligence of competitive suppliers in every deregulated market.

The Pennsylvania Automotive Association selected APPI Energy as its preferred energy consultant. PAA members have access to customized consulting and 22 years of experience and expertise to help reduce and manage energy expenses.

## OUR PROCUREMENT PROCESS IS EFFECTIVE

1. Evaluate energy needs
2. Analyze energy usage
3. Vet suppliers
4. Compare pricing
5. Negotiate contracts
6. Transition new services
7. Maintain customer service excellence
8. Monitor the market and your accounts
9. Identify future solutions

## APPI ENERGY ONLY WORKS WITH TRUSTED SUPPLIERS



APPI ENERGY maintains a working relationship with 46 suppliers whom we trust to meet our clients' energy needs.

- 250 possible suppliers in market
- 121 suppliers researched by APPI Energy Corporate Counsel
- 46 suppliers are APPI Energy approved. Less than 18% of suppliers meet our stringent, due diligence evaluation

Our depth of supplier research includes review of financial stability, billing accuracy, customer service and resolution timing, management experience, and contract terms & conditions.

## OUR CUSTOMER SOLUTIONS MAKE SENSE

1. We verify bill accuracy and resolve billing errors and credit issues. During the last year, APPI Energy resolved 599 customer service cases.
2. We evaluate local utility and government policies for financial incentives and reimbursements that save you money.
3. We assist with account adjustments, including adding or dropping meters, to ensure a smooth transition.
4. We interact on your behalf with utilities and suppliers.
5. We determine if you qualify for energy sales tax exemptions and manage reimbursements at no cost to you.

## In their words

*"APPI Energy I worked on my timetable and on my behalf. The best part was that APPI Energy provided me with a much better price than the direct supplier. The PAA programs have always proved invaluable to our organization and this one was no different. I recommend the APPI/PAA energy procurement plan to all PAA members."*

Amanda Layton, President  
J Murray Motors  
Muncy, PA

## PA by the numbers

UTILITY	LAST WEEK	LAST MONTH	LAST QUARTER
Duquesne Light	0.0693*	0.0709	0.0700
Met-Ed	0.0605	0.0625	0.0618
PECO	0.0697	0.0695	0.0690
Penelec	0.0616	0.0636	0.0630
PennPower	0.0694	0.0715	0.0708
PPL Electric Util.	0.0707	0.0734	0.0730
W Penn Power	0.0617	0.0641	0.0637

The above chart illustrates a look at APPI Energy's proprietary database of more than 250 million records compiled during 22 years of experience. We update prices daily across all service territories.

*\*All prices are per kWh and for reference only*

