20 QUESTIONS

1. Are you confident your operations are receiving the lowest utility and fuel cost available?
2. Would your management team be interested in assessing how competitive their current fuel pricing is compared to market?
3. Does your management have the time, resources, and data required to verify contracted energy pricing against terms and market indices?
4. Is your organization purchasing energy commodities without a defined pricing contract?
5. Have processes and strategies been established to optimize spot fuel purchasing?
6. Does your staff require assistance with carbon reporting initiatives? (establishing baselines, usage reporting, and data verifications)
7. Are systems in place for measuring, tracking, and reporting company energy usage and costs?
8. Are managers aware of best practice energy savings opportunities specific to their industry?
9. Is your organization realizing all available energy related tax exemptions on their purchases?
10. Are you certain your fuel purchases are being invoiced correctly? (taxes, surcharges, price, delivery/freight, surcharges, volumes, etc.)
11. Has management explored alternative fuels to ensure they are utilizing the most cost effective fuels throughout their operational processes and fleets?
12. Are your facilities being served by the correct utility rates/tariffs? (natural gas, electricity, steam)
13. Do you need assistance in soliciting and securing competitive third party supply contracts in deregulated markets? (electricity and natural gas)
14. Does your staff have the time and resources to ensure your organization’s utility bills are being invoiced and paid accurately? (fees, taxation, estimated readings, penalties, credits, etc)
15. Have you taken advantage of utility sponsored energy rebate and incentive programs?
16. Are your facilities being penalized due to below average power factor?
17. Should your facilities participate in local demand response and monitoring programs?
18. Are your managers interested in various risk management strategies and tools to stabilize future commodity prices as well as guarantee supply streams?
19. Could your organization use assistance accounting for and managing physical and financial derivatives contracts on energy commodities? (diesel, natural gas, propane, coal, electricity)
20. Do you require technical assistance with already identified energy savings initiatives?

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