



Energy Procurement

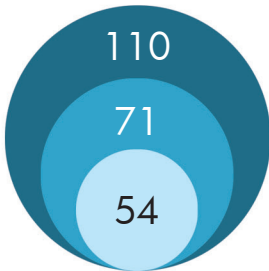
Unbiased and independent since 1996, APPI Energy provides data-driven energy consulting and procurement solutions that reduce electricity and natural gas costs in Pennsylvania. As energy management consultants, we perform due diligence of competitive suppliers in every deregulated market.

PSAB selected APPI Energy as its endorsed energy consultant. PSAB members have access to customized consulting and 19 years of experience and Pennsylvania 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 54 suppliers whom we trust to meet our clients' energy needs.

- 110 possible suppliers in market
- 71 suppliers researched by APPI Energy Corporate Counsel
- 54 suppliers are APPI Energy approved. Less than 50% 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 954 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

"Our borough learned about APPI Energy through the PSAB. APPI Energy presented solutions to our council, and we locked in a 24-month contract. APPI Energy's customer service team resolved past account issues swiftly and accurately. I encourage all boroughs to give them a call. They've been very helpful in this process, and I hope they know how much we appreciate their efforts."

Joyce E. Flynn
Loganton Borough Council
Loganton, PA

PA by the numbers

UTILITY	LAST WEEK	LAST MONTH	LAST QUARTER
Duquesne Light	0.0731*	0.0735	0.0733
Met-Ed	0.0708	0.0713	0.0714
PECO	0.0848	0.0854	0.0854
Penelec	0.0707	0.0713	0.0715
PennPower	0.0805	0.0811	0.0809
PPL Electric Util.	0.0828	0.0841	0.0840
W Penn Power	0.0686	0.0688	0.0689

The above chart illustrates a look at APPI Energy's proprietary database of 45 million price points compiled during 19 years of experience. We update prices daily across all service territories.

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