

THE COUNCIL OF INDUSTRY

The Council of Industry of Southeastern New York was founded in 1910 to promote the success of its member firms and their employees. The Council is a privately funded not-for-profit organization that represents the manufacturers of the Hudson Valley. Through the accomplishments of its membership, the Council seeks to contribute to the economic success of the Hudson Valley Community and improve the lives of the area's residents.

For information on how your company can join the Council of Industry, contact the Council's office at 845-565-1355 or at www.councilofindustry.org.



PEPCO ENERGY SERVICES

Pepco Energy Services, Inc. is a wholly owned subsidiary of Pepco Holdings, Inc. (NYSE: POM), and provides commercial, institutional, government and industrial customers with comprehensive energy management solutions, including the supply of electricity and natural gas. In 2006 Pepco Energy Services generated more than \$1 billion of revenue, making it the 5th largest independent energy supplier in America.

In addition to energy supply, Pepco Energy Services helps its customers reduce their dependence on energy through energy efficiency studies, fuel management services, heating, ventilation and air conditioning systems, lighting, onsite generation, project financing, and energy operations and maintenance services. Pepco Energy Services serves a broad range of customers throughout the east and Midwest and has completed energy efficiency projects from North Carolina to Connecticut.

To find out more about Pepco Energy Services, visit our website at www.pepcoenergy.com or call us at 1-888-277-5809.



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ELECTRICITY AGGREGATION



AN OPPORTUNITY
TO MANAGE
ELECTRICITY COSTS



THE COUNCIL OF INDUSTRY

PROTECT YOUR COMPANY FROM FUTURE ENERGY PRICE INCREASES

The deregulation of the energy industry in New York has created an opportunity for commercial and industrial customers to reduce future energy bills by shopping for energy. By negotiating the product type, contract terms and price with independent energy suppliers, customers can protect their businesses from the wild fluctuations of the energy markets.

The deregulated market place has eliminated the monopoly that utility companies enjoyed and brought free-market influences to bear on energy prices. Free-markets are good for competition and good for businesses because they help provide the lowest possible prices while maximizing service.

A Winning Strategy for Electricity Procurement

The Council of Industry of Southeastern New York has created an electricity aggregation program to provide savings to its members. The Council has partnered with Pepco Energy Services to purchase electricity for the aggregation comprised of participating members. Council of Industry members who elect to participate in the program can effectively manage their electricity risks and enjoy some protection from the high volatility of today's energy markets. Electricity pricing for each member is dependant on usage characteristics, market conditions and electricity product type. The potential for savings increase as more Council members elect to join the program and take advantage of benefits offered by aggregate pricing.

HOW AGGREGATION WORKS

Pepco Energy Services (PES) is the fifth largest independent energy supplier in America with over \$1billion in sales revenues in the last year alone. By leveraging its purchasing power and the market expertise of its procurement managers, PES is able to buy electricity at low prices. The electricity that PES procures for Council members is transmitted to the local electricity grid and delivered to Council members by their local utility. The local utilities still maintain the local infrastructure and respond to outages. Council members receive the benefits of having a local company maintain the delivery systems while reaping the benefits of purchasing their electricity in bulk from a large, national supplier.

How Council Members Can Start Managing Their Energy Supply Costs.

When a Council member agrees to join the aggregation purchasing pool, each member automatically gains multiple advantages over purchasing its power independently.

PES can secure a better price for electricity by buying in larger volumes. The more Council members that elect to join the aggregation group, the lower the price they will pay for their power.

If you have a business in New York, you have a choice to cut down on your monthly electric bills by choosing the right electric provider. The bottom line is you can help your company's bottom line by electing to purchase power as part of The Council of Industry's aggregation agreement with Pepco Energy Services.

The success of the aggregation is a result of The Council of Industry's commitment from

its members, negotiation of terms and endorsement of services offered by Pepco Energy Services. PES was chosen after the Council's evaluation of a number of energy services suppliers. So far, The Council of Industry partnership with Pepco Energy Services has negotiated over a \$20 million dollars in electric contracts for retail businesses.

HOW CAN YOUR COMPANY JOIN THE AGGREGATION GROUP

Taking advantage of aggregate pricing is as easy as making a phone call or sending an e-mail. If you are interested in joining The Council of Industry's aggregation group or would like to get a price quote for your power needs through the aggregation group, contact The Council of Industry's office. You will need to provide the Council with your electricity account number(s) and the Council will handle the rest. A price quote based on your participation in the aggregation group will be prepared by Pepco Energy Services for your review. Once you accept and sign your contract offer from Pepco Energy Services, your company will begin receiving its new electricity pricing on the next meter reading date.

START MANAGING YOUR ENERGY COSTS TODAY!

Join the over 50 companies that are already saving money on more than 56 megawatts of power provided by Pepco Energy Services to Council members.

Contact The Council of Industry at 845-565-1355 or by e-mail at hking@councilofindustry.org and take the simple steps required to reduce your company's energy costs.