



ACCELERATING
GAS-FUELED TECHNOLOGIES

Natural Gas Solutions for the National Account Customer

Energy Solutions Center (ESC)
Technology & Market Assessment Forum

Wednesday, October 26, 2011



Introductions

Susan Davis, Questar Gas

Melisa Marks, SoCal Gas

Marcus Fister, UFPC – Yum! Brands

What is the ESC?

The Energy Solutions Center is an organization of 53 gas utilities and 51 equipment manufacturers that deliver improved, energy efficient natural gas solutions to residential, commercial, and industrial energy users



ESC Goals

- *Identify and promote new gas solutions that increase competitiveness, productivity, and reliability*
- *Develop more effective partnerships between utilities, customers, and equipment manufacturers*
- *Use a consortia mechanism to facilitate the implementation of solutions for our natural gas customers*



National Accounts Consortium

- Revitalized natural gas utility effort to partner with chains and franchises seeking to improve productivity and profitability.
- Consortium supports a NA Relationship Manager: Melanie Anthony
- Developing partnerships and projects between energy utilities and NA customers
- Sector Orientation

Restaurant Chains

Supermarkets with Food Prep

Retail/Big Box

Lodging

Health Care



Building a Relationship

- Identify National Account Customer Needs
- Facilitate ease of doing business with ESC NA Consortium Utilities (single point of contact)
- Understand the process and various influences on equipment choice and procurement
- Determine customer's interest in new technologies (Energy Star Equipment)
- Provide rebate /incentive awareness
- Assist with energy questions and needs



NA Consortium Members

Alagasco/Energen

Laclede Gas Co.

APGA Research Foundation

National Fuel

Atmos Energy

NW Natural

CenterPoint Energy

PGW

Chesapeake Utilities Corp.

Questar Gas

City of Richmond

Southern California Gas

Columbia Gas

Southwest Gas

DTE Energy

TECO Peoples Gas System

Enbridge Gas Distribution

UGI

Washington Gas



Energy Solutions Center

ESC GFEN Consortium

A Resource for Food Services

Web Site

Monthly Articles

Cooking for Profit sent to National Accounts

Semi-Annual Newsletter

Case Studies

Bi-annual Workshops

Comprehensive Foodservice Market Analysis



GFEN Website Provides Current Information on Natural Gas Fueled Food Service Solutions

<http://www.gfen.com/>



Wednesday, October 19, 2011

Gas Solutions for the Foodservice Industry

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Featured GFEN member

Membership Benefits

"Being a member of GFEN has enlightened our organization of the networking opportunities that can be..."

Watch our informational video on Gas Use in the Commercial Foodservice Industry

00:56 / 04:29

NA Consortium Recognizes

- *Nancy Lange, NW Natural, ESC Board Chair*
- *David Weiss, ESC Executive Director*
- *Rich Biljetina, ESC NA Consortium Coordinator*
- *Eric Burgis, GFEN Consortium Coordinator*
- *Melanie Anthony, ESC NA Relationship Manager*
- *NA Customer Champions:*

Greg Anderson, Atmos Energy

Bill Chihata, Enbridge Gas Distribution

Susan Davis, Questar

Melisa Marks, SoCal Gas



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