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## RATE COMPARISON STUDY \*\*\* SAMPLE COMPANY \*\*\*

Comment Data Duris stad America Dilling	Ψ	LTM
Current Rate Projected Annual Billing General Service (XYZ Elec)	·····	\$110,500
Peak Controlled Tiered Service Tier 1A		\$ 76,400
Annual Projected Savings (Dollars)		\$ 34,100
Annual Projected Savings (Perentage)		31%
Investment - Turnkey Installation		\$128,900
Payback (Yrs)		3.8

\* Not including up-time reassurance savings (approx. est. \$20,000 - \$30,000 / year)

\*\* Projections based on ABC Utility data (enclosed), natural usage increases, and calculated for Tier 1A rates applied retroactively after 12 months in program. Simulated past performance not a guarantee of future results.

## With 1/2 Hour Lost Due to Outage in 2006

Current Rate Projected Annual Billling General Service (MN Elec)	*	\$110,500	
Peak Controlled Tiered Service Tier 1A		\$ 76,400	
Annual Projected Savings (Dollars)		\$ 34,100	
Extra 1/2 Hour Billed to Clients in 200	)(	\$25,000	
Annual Projected Savings (Perentage)	)	218%	
Investment		\$128,900	
Payback (Yrs)		2.2	

\* Projections based on ABC Utility data, natural usage increases, and calculated for Tier 1A rates applied retroactively after 12 months in program. Simulated past performance not a guarantee of future results.

*"US Power & Environment's customers can be confident in the knowledge that their energy needs will be met by a company dedicated to delivering reliable equipment and comprehensive support services."*