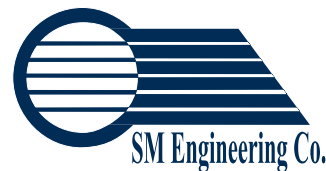
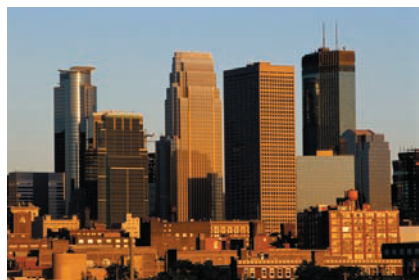


### SM Engineering Will Not...

- Sell you any energy-saving devices. We are not tied in any way to any utility companies or product manufacturers.
- Interfere with the way you currently run your plant.
- Charge you any up-front fees.
- In fact, we will not charge you anything at all unless we reduce your costs, past or present.

### Commonly Asked Questions

- Q** Are utilities trying to take businesses for a ride?
- A** Almost every instance of overcharging results from human oversight or computer error. SM Engineering will monitor your bills for errors and overcharges.
- Q** Could we analyze and audit our bills in-house?
- A** It's possible. However, by outsourcing this task to SM Engineering, you will maximize your savings by making use of our expertise.
- Q** How will SM Engineering work with us?
- A** Send us your most recent monthly utility bill for electric, gas, water and sewer. Our initial consultation has no cost nor obligation. If we find that your bills are in order, we'll send you a note stating that you're being charged appropriately, and that's it.
- With the majority of companies, we find opportunities for reducing your costs. We'll notify you by sending you an authorization to audit and monitor your utility charges. Read it over, sign it, mail it back, and we'll begin our research process.
- Q** How much will SM Engineering charge us for this service?
- A** You don't pay us anything out of your current budget. Our fees are 50% after you have received your savings or refund.



952.938.7407 • 800.598.5596  
9 Ninth Ave. North, Hopkins, MN 55343  
wayne@smeng.com  
Visit our website at [www.smeng.com](http://www.smeng.com).

*SM Engineering provided savings to these companies, representative of our clients:*

Alliant Tech Systems  
Arctic Cat  
Associated Milk Producers  
Aveda Corporation  
Boston Scientific  
Cargill Incorporated  
Dana Corporation  
Detroit Diesel  
Essilor Laboratories  
Federal Mogol  
Fluor Facility & Plant Services  
Gillette Company  
Green Fiber  
Halverson & Blaiser  
Herff Jones  
Hunter Douglas  
Integrated Packaging  
International Multifoods  
Intermet Minneapolis  
Keokuk Steel Castings  
Kleinman Realty  
Knight Ridder Corp  
Kurt Manufacturing  
Lockheed Martin  
McDonald's  
Old Castle Glass  
Pepsi Cola  
Polaris Industries  
Premium Waters  
Quad Graphics  
Roscioli Yachting  
Roundy's Supermarkets, Inc.  
Seagate Technologies  
St. Jude Medical  
Valspar Corporation  
Vulcan Material Company  
Warner Brothers



Gas/Oil



Electric



Water/Sewer



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Hopkins, MN 55343  
[www.smeng.com](http://www.smeng.com)



## SM ENGINEERING CO. SERVICES:

Since 1982, Our 20,000 Clients Have Saved Over \$150 Million by:

Getting Refunds and Lower Rates on Their:



Gas/Oil



Electric



Water/Sewer

### REFUNDS & LOWER RATES

- SM Engineering specializes in getting refunds and lowering utility costs in electricity, gas, water & sewer without changing your operations. We have a web-based software for utility monitoring and reporting.
- We analyze current trends and developments in the industry and advise you on the most appropriate rate schedule for your needs and usage. Rate selection is the customer's responsibility; we help you make an informed choice.

### TARIFF ANALYSIS

- Proper application of rates based on the operation and energy usage patterns of the facility. See Exhibit A – Special Factors Making Up Rates, Exhibit B – Different Electric Rates and Exhibit C – Rate Selection is Customer's Responsibility

### TAX EXEMPTIONS

- Several states allow tax exemption on utilities used in manufacturing processes and other special uses.
- The laws of states vary and understanding of proper temperature, humidity, and dust control required for production requires engineering knowledge that can result in large difference in exempt percentages (%).

### NEGOTIATION WITH THE UTILITY COMPANY

- Based on the usage pattern and if better rates are offered by neighboring utility companies, this information can lead to negotiate better rates from your utility company.
- At the same time we look for any special rates that have been offered to other customers.

### UTILITY BILL AUDIT

- Misapplied/wrong rate charges, incorrect calculations, mathematic and data entry errors.
- Demand meters not being reset.

### MONITORING

- Web based software with client user/password.
- Data integrity report.
- Usage/cost/billing greater than a preset percent.
- Demand greater/less than a preset percent, and power factor less than a preset percent.

### WARRANTY AND GUARANTEE

- We stand behind our work 100%. No results, no fee, it's just that simple.

Visit us at [www.smeng.com](http://www.smeng.com) User Name: sme Password: sme

#### Exhibit A: Special Factors Making Up Rates

- Demand charges
- Kilovar charges
- Energy charges
- Contract demands
- Fluctuating load charges
- Load factor credits
- Availability clauses
- Equipment rating
- Contract guarantees
- Cumulative minimums

SM Engineering has the know-how. Through intensive research, analysis, through keen insight and meticulous cataloguing of valuable information, we're able to give you authoritative cost control guidance on all your utility charges.

#### Exhibit B: Electric Rates

- Electric general service
- Monthly peak-controlled time-of-day service rates
- Electric small general service
- Monthly energy-controlled dual-fuel service rates
- Limited off-peak service
- Monthly limited off-peak service rates
- Time-of-day rates
- Energy-controlled dual-fuel service

#### Exhibit C: Rate Selection is the Customer's Responsibility

##### Utility Companies Say .....

##### Jersey Central Power & Light Co.

If for any reason the customer fails to make a selection, the Company will assign a service classification ... in making such assignment; the Company will assume no responsibility whatsoever.

##### New York State & Gas Corp.

Where more than one Service Classification is applicable the applicant shall select a Classification upon which his service will be billed.

##### Utility Commissions Say ....

##### Illinois Commerce Commission

Since the choice of the selection of rate rests with the customer, there are no statutes, rules, regulations or judicial decisions that require a utility to refund any excess monies paid by a customer should he choose the wrong rate.

##### Commonwealth of Massachusetts Department of Public Utilities

...since the customer is ultimately responsible for choosing the rate, our decisions will not require a utility to refund excess monies to a customer ....

#### MEDICAL & HEALTH CARE FACILITIES

#### APARTMENT COMPLEXES

#### INDUSTRIAL PLANTS



#### LARGE & SMALL MANUFACTURERS