



FOR IMMEDIATE RELEASE

## Collective Natural Gas Purchasing Event Organized by EnergyWindow Yields Millions of Dollars in Natural Gas Savings

***PowerPurchase™ – innovative new energy purchasing strategy – helps large, national businesses reduce energy costs***

BOULDER, Colo., Sept. 29, 2004 – EnergyWindow, Inc., a supplier of information technology-based tools and consulting to manage the energy supply used by large businesses, today announced preliminary results for PowerPurchase™ – an innovative, collective natural gas purchasing event it organized to help companies address skyrocketing energy costs. A total of 15 large, national companies – including Kmart, Regal Entertainment Group and Food Lion – participated in a collective natural gas buying event, and roughly \$2 million in energy supply cost savings were achieved.

According to Dr. Jack Mason, EnergyWindow® president, the results of this first PowerPurchase event validate the concept – and more PowerPurchase events will be scheduled, as a result. “Many of our clients, including Fortune 500 companies, have expressed concern and frustration over how to control rising operational costs related to rising energy costs,” explained Dr. Mason. “With that in mind, EnergyWindow devised the PowerPurchase event to help companies address this problem.

“Basically, we developed a new purchasing model that combines the best attributes of an individual energy purchase with the volume purchasing benefits typical of an aggregation energy purchase,” continued Mason. “The result is that large companies with significant energy supply needs can still have their own individual energy contract, with pricing and terms ideal for their company, but also take advantage of volume purchasing benefits through a collective natural gas request for bid.”

In contrast, an aggregated energy purchase provides benefits typical of volume purchasing but all participants typically are locked into similar pricing and contract terms – which do not always meet an individual company’s business goals nor match their usage profile.

Results for the EnergyWindow PowerPurchase event include the following:

- An invitation for participants was issued in mid July 2004.
- More than 15 companies (all national chains) opted to participate.
- Close to 3,000 requests for bid were prepared by EnergyWindow and offered to 47 energy suppliers in early September 2004.
- More than 1.5 billion cubic feet of natural gas (bcf) were purchased, (approximate value is \$10 million).
- PowerPurchase participants were presented with opportunities to save more than \$2 million on natural gas
- Requests for natural gas bids were offered in 35 utility territories and seven U.S. states.

Mason noted, “EnergyWindow recognized that rising energy costs were negatively impacting budgets for large companies, and we developed this pilot program to address the problem. We found competitive natural gas contract opportunities for the majority of the 2,900 facilities involved in the purchase. From our vantage point, and our customers’, this was a successful event, and we certainly will do more of them.”