

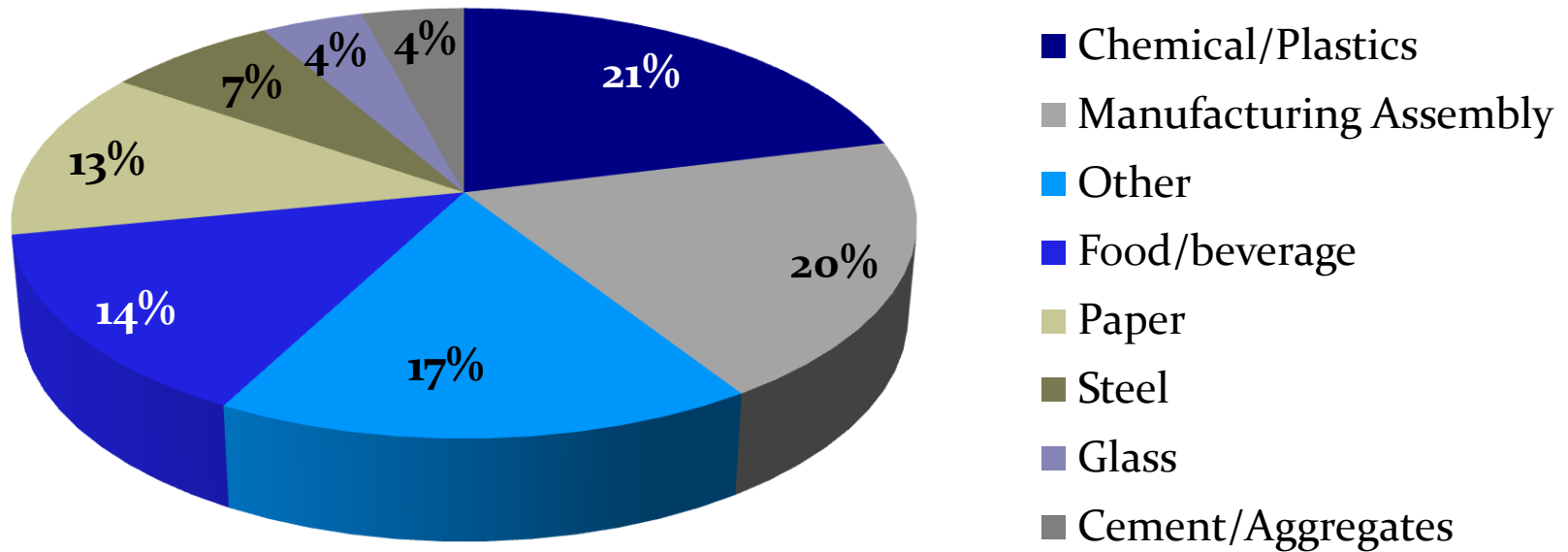
Annual Industrial Energy Efficiency Survey

January 2013

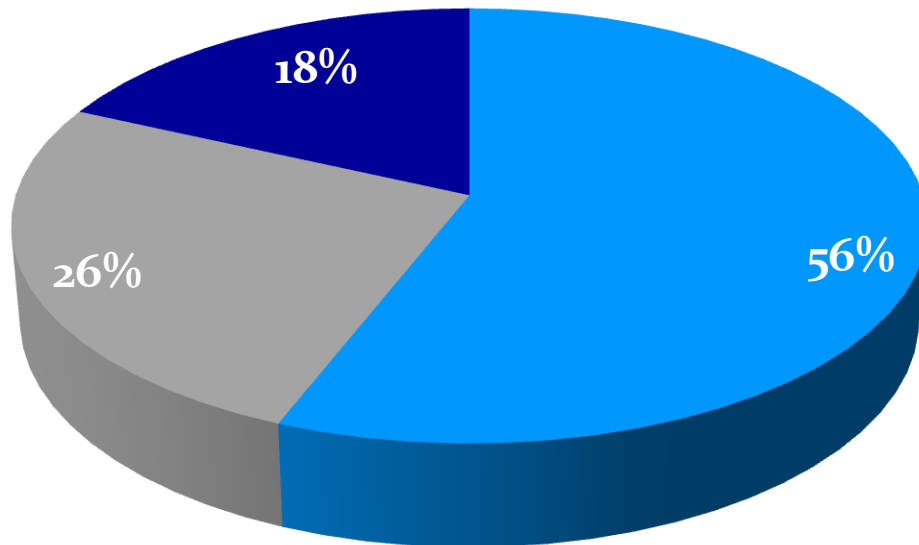
Industrial Energy Consumers of America

Number of Company Participants: 71

Q1. With what industry group are you primarily associated?



Q2. What is the relative size of your annual company revenues?



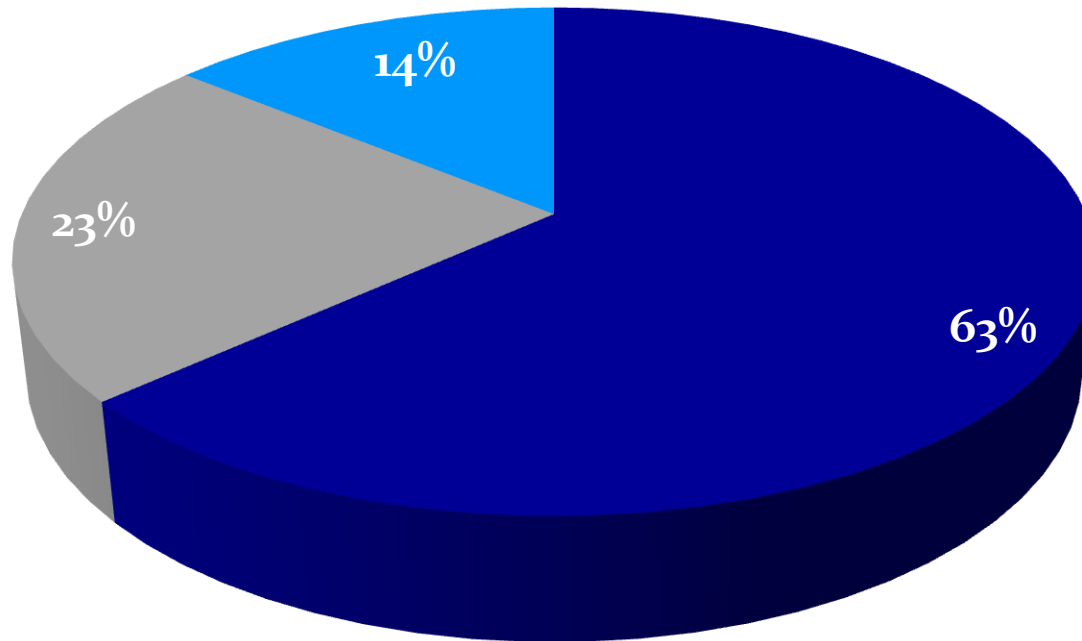
■ Greater than \$5 billion

■ Under \$1 billion

■ Greater than \$1 billion and under \$5 billion

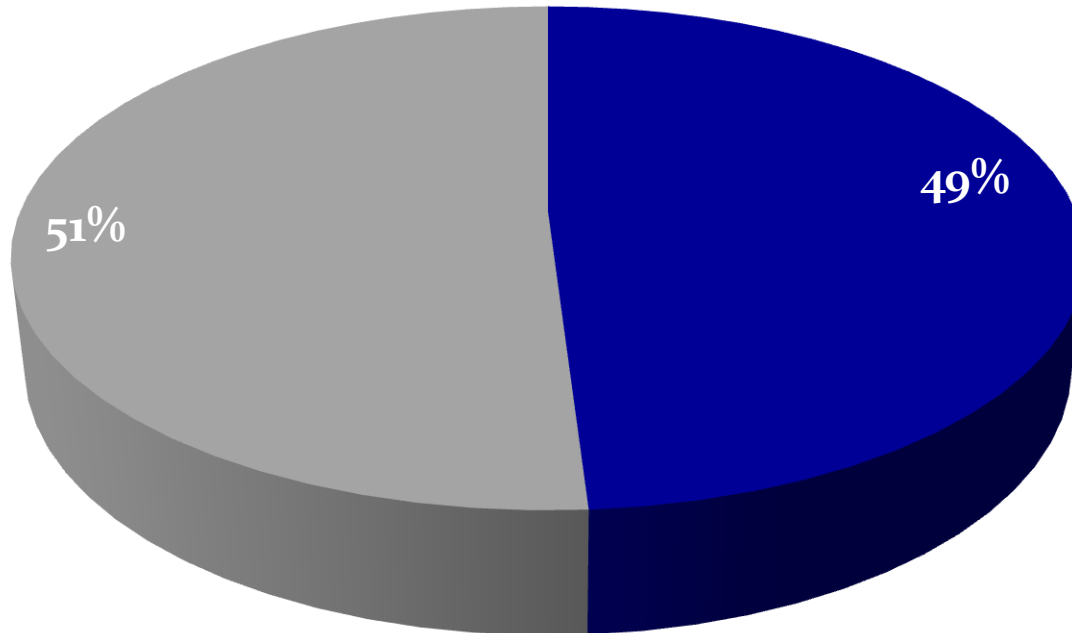
Q3. What portion of your energy procurement cost is on fossil fuels versus electricity?

■ Electricity ■ Fossil Fuels ■ About Equal



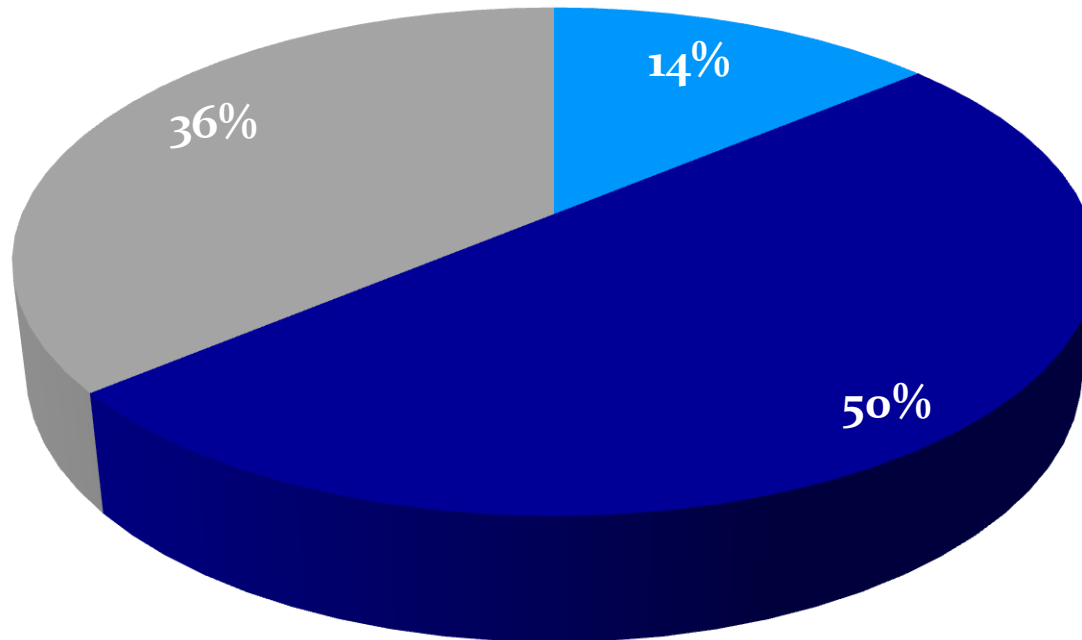
Q4. Will your capital spending on energy efficiency-related projects in 2012 exceed 2011 spending?

■ No ■ Yes



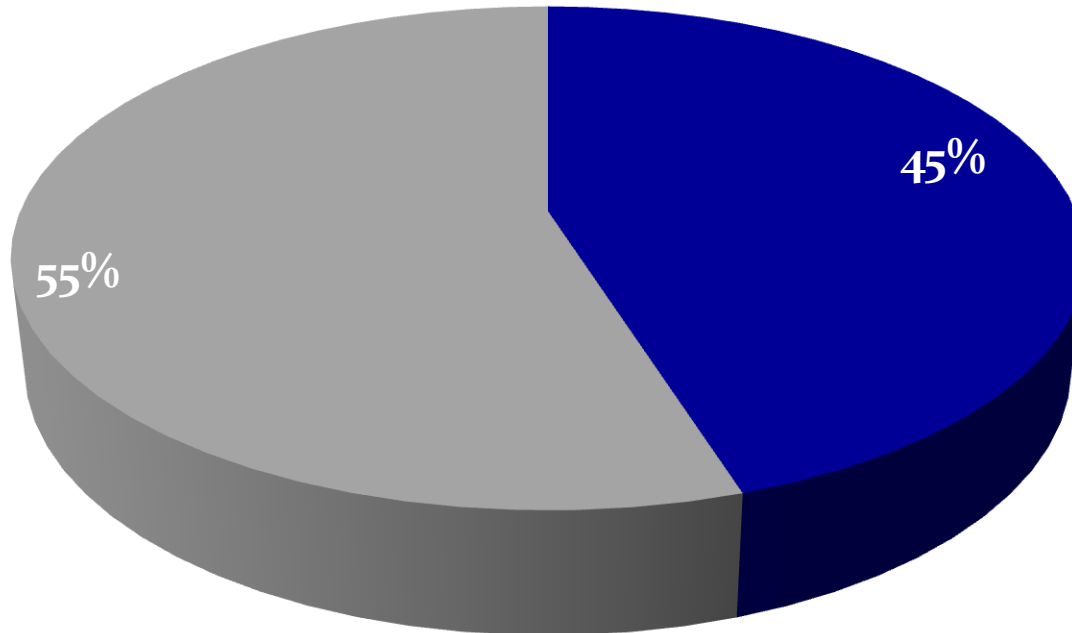
Q5. By what level will your capital spending on energy efficiency-related projects in 2012 exceed 2011 spending?

■ By under 5% ■ Between 5% and under 10% ■ Over 10%



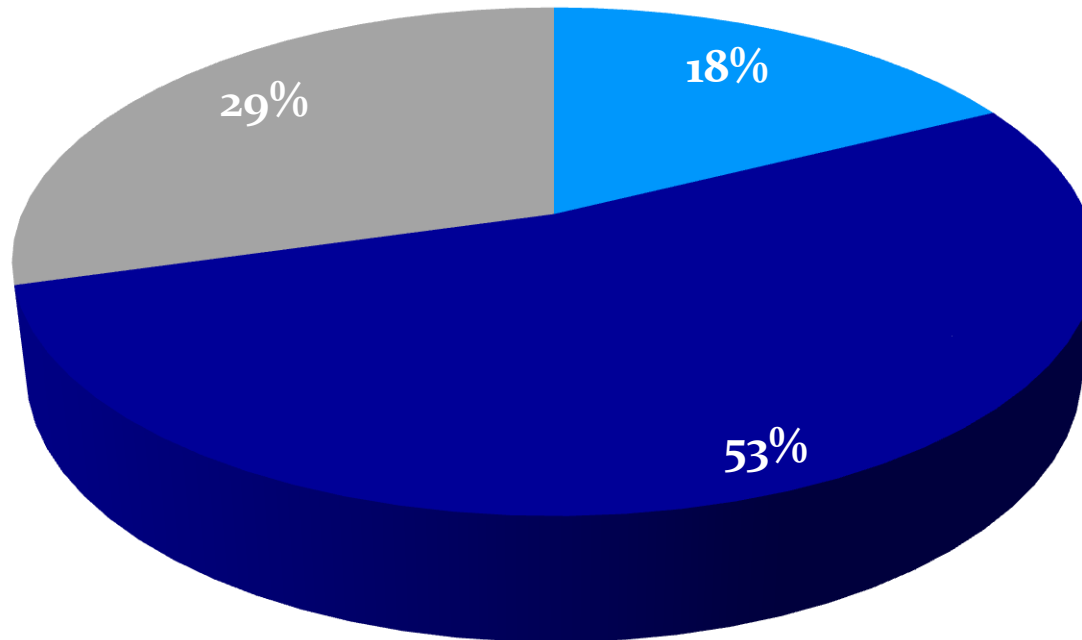
Q6. Will your capital spending on energy efficiency-related projects in 2013 exceed 2012 spending?

■ No ■ Yes



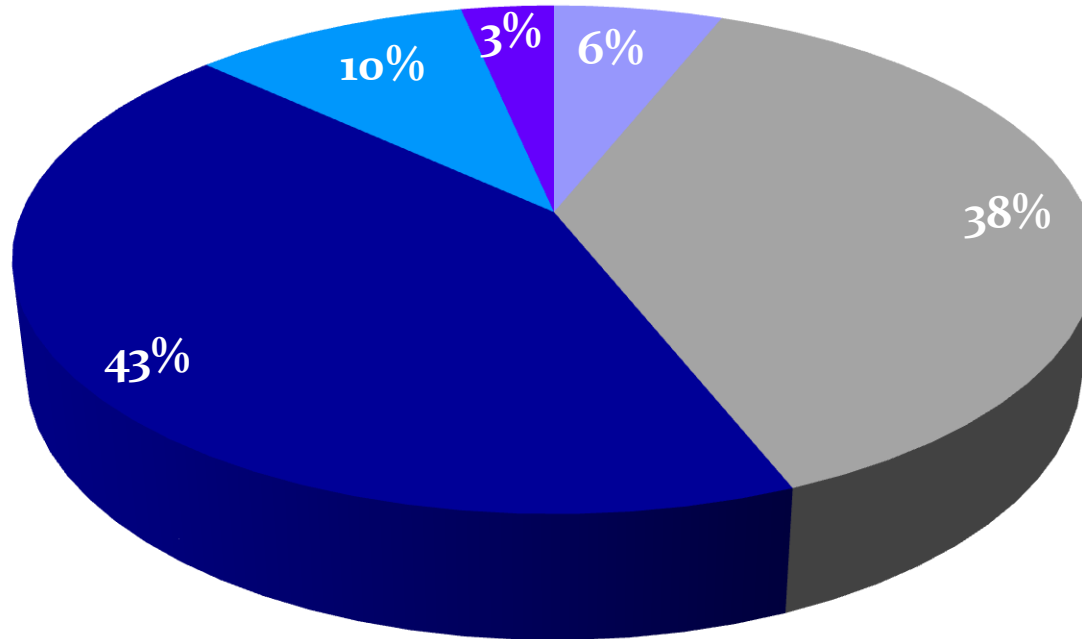
Q7. By what level will your capital spending on energy efficiency-related projects in 2013 exceed 2012 spending?

■ By under 5% ■ Between 5% and under 10% ■ Over 10%



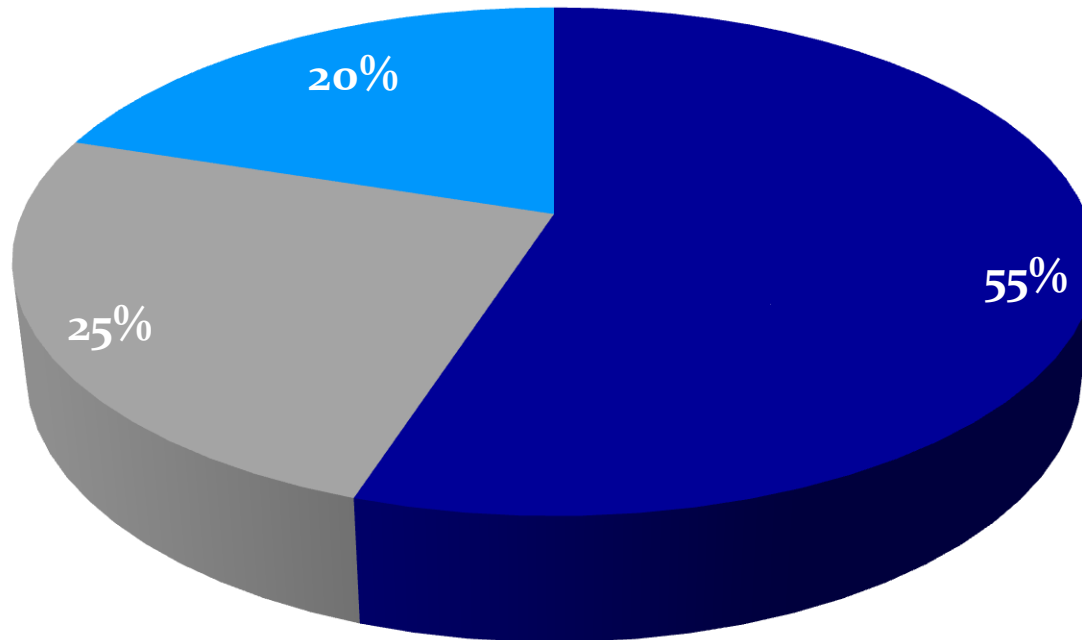
Q8. On average, what is the required payback period?

■ 1 year ■ 2 years ■ 3 years ■ 4 years ■ Over five years



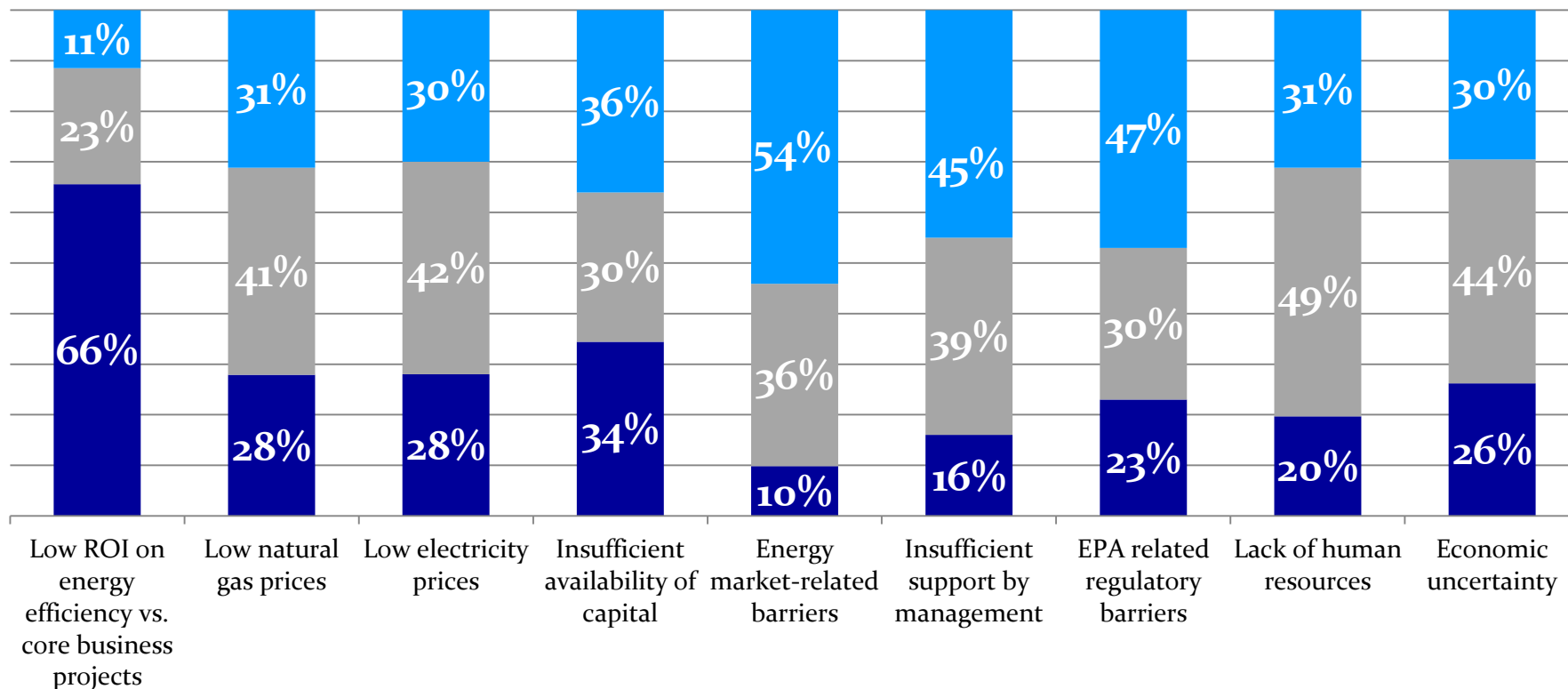
Q9. How much of your energy spending is on:

■ Electricity ■ Fossil Fuels ■ About Equal



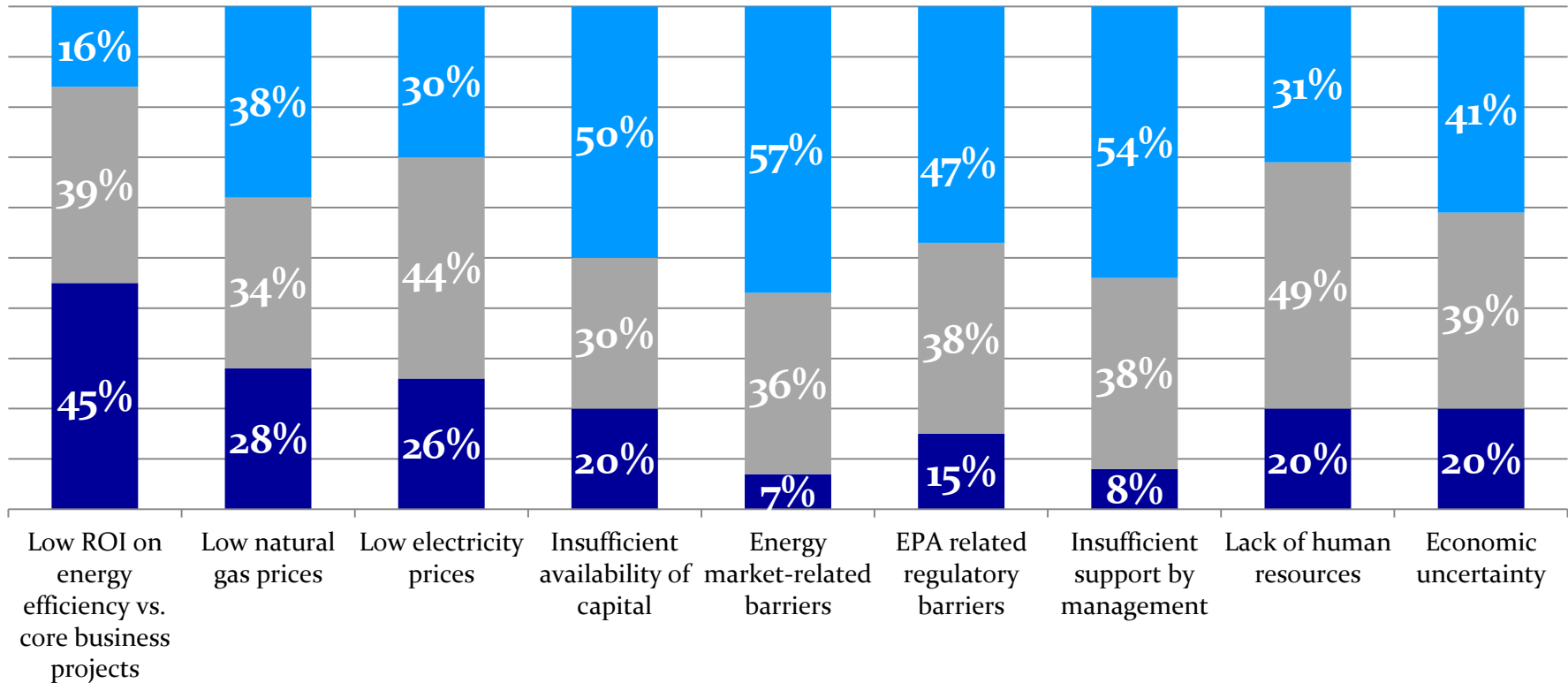
Q10. Please rank (low, medium, high) each of the below potential obstacles to increasing energy efficiency spending for relatively "large" capital dependent projects.

■ High ■ Medium ■ Low



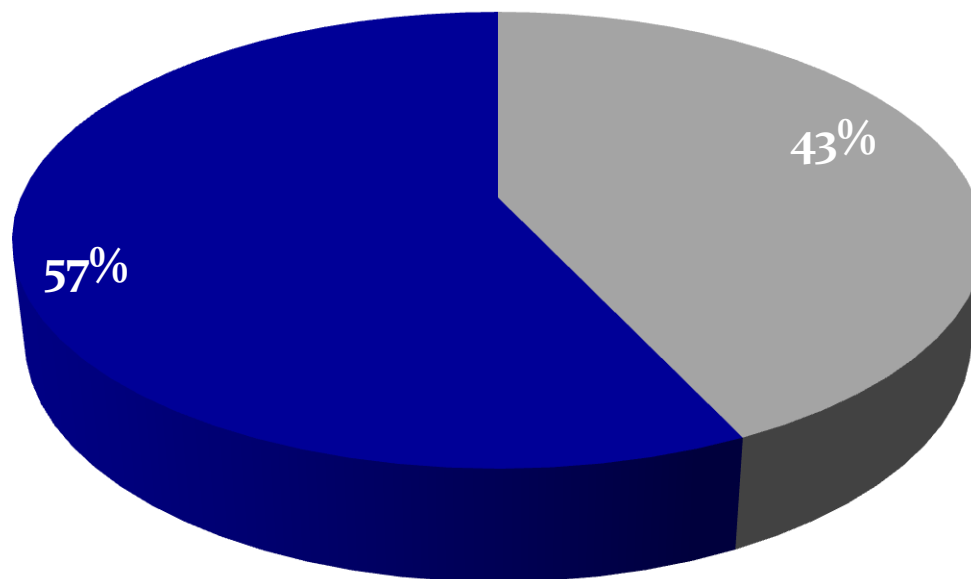
Q11. Please rank (low, medium, high) each of the below potential obstacles to increasing energy efficiency spending for relatively "small" capital dependent projects.

■ High ■ Medium ■ Low



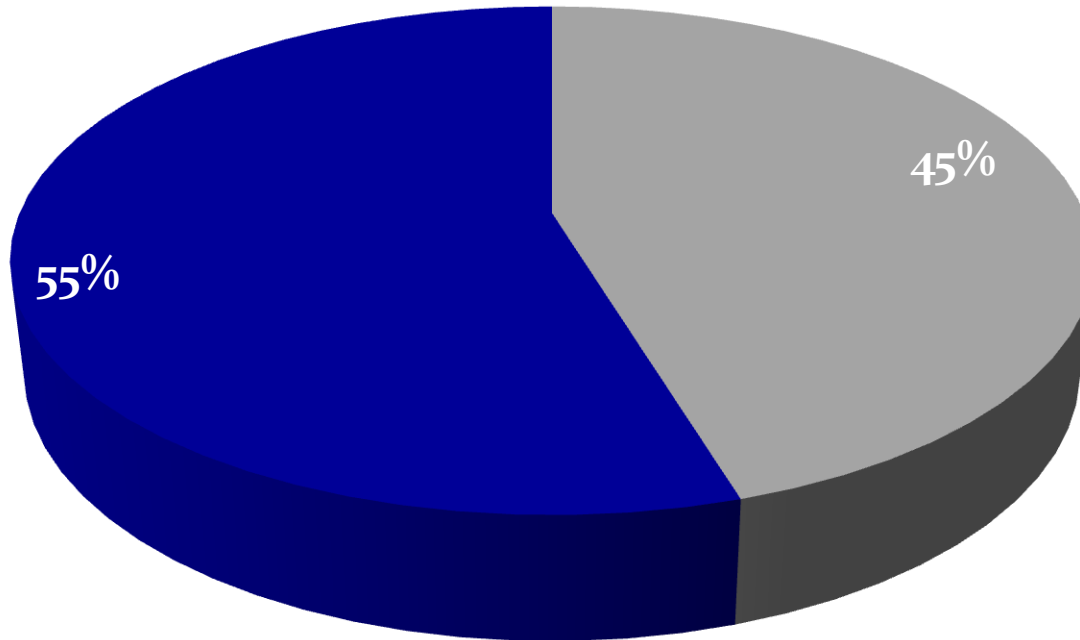
Q12. In general, in the next two to three years, is there greater opportunity for energy efficiency gains in reducing electricity or fossil fuel use in your facilities?

- Greater opportunity for "fossil fuel" energy efficiency
- Greater opportunity for "electricity" energy efficiency



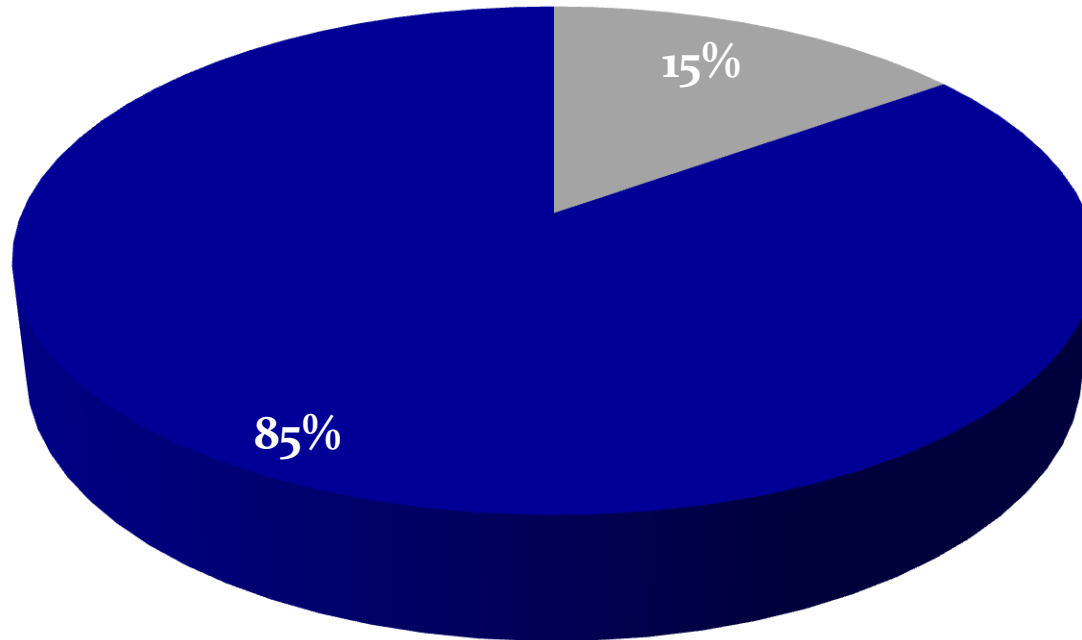
Q13. Please answer this question "if" you have the potential to do either a CHP or Waste Heat Recovery project. Do you anticipate doing a CHP or Waste Recovery project in the next three years?

■ No ■ Yes



Q14. Does your company have energy efficiency goals?

■ No ■ Yes



Industrial Energy Consumers of America

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