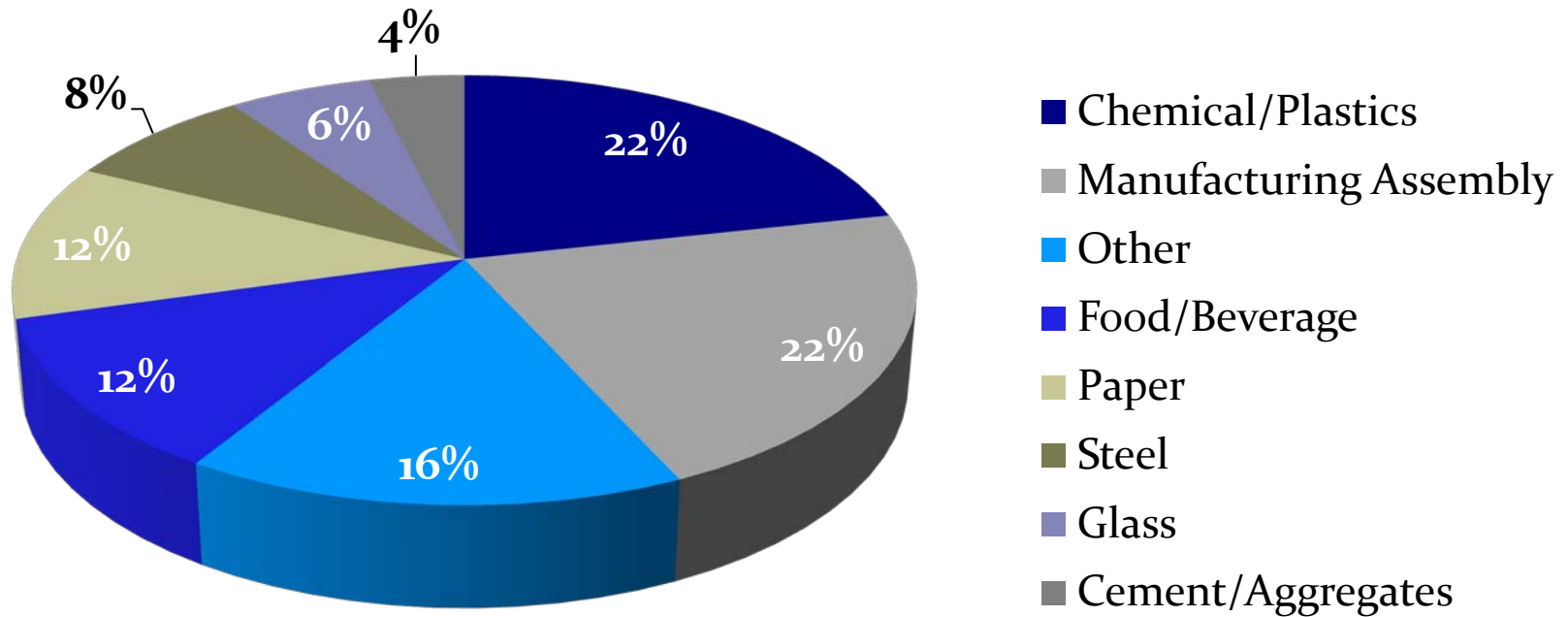


Annual Industrial Energy Efficiency Survey

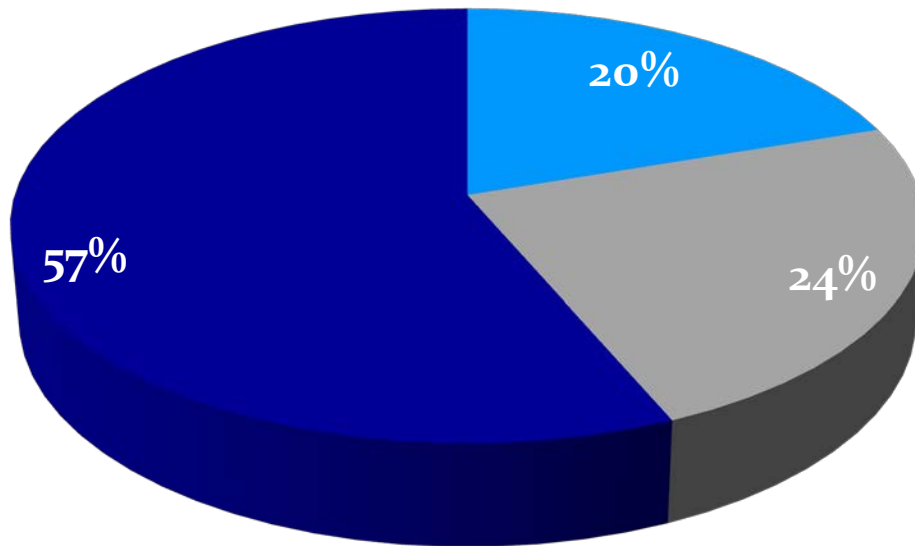
October 2012

Industrial Energy Consumers of America

Q1. With what industry group are you primarily associated?



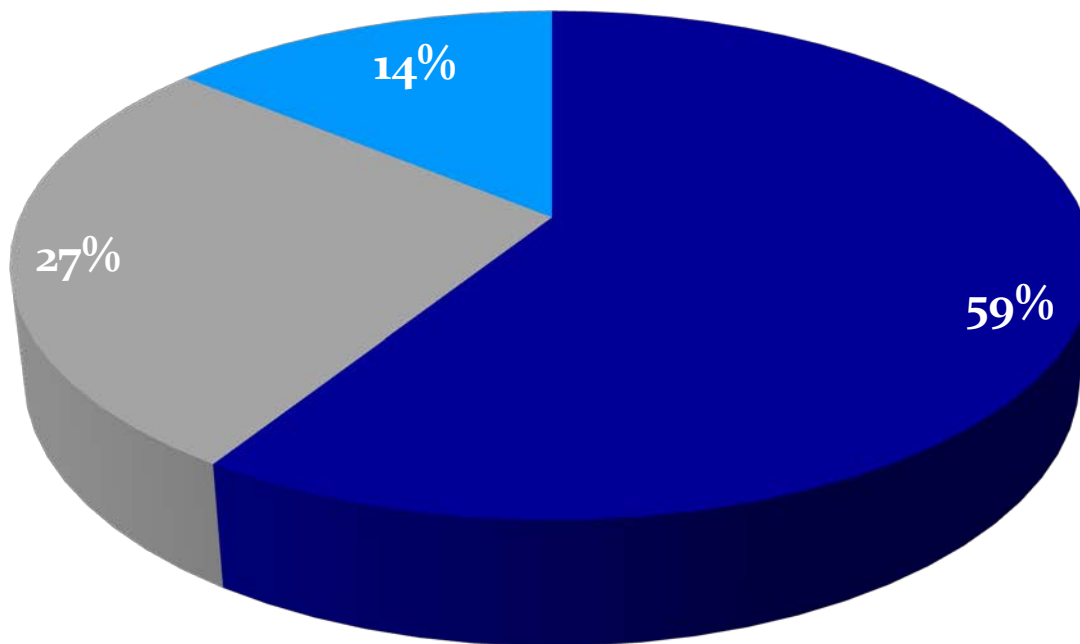
Q2. What is the relative size of your annual company revenues?



- Under \$1 billion
- Greater than \$1 billion and under \$5 billion
- Greater than \$5 billion

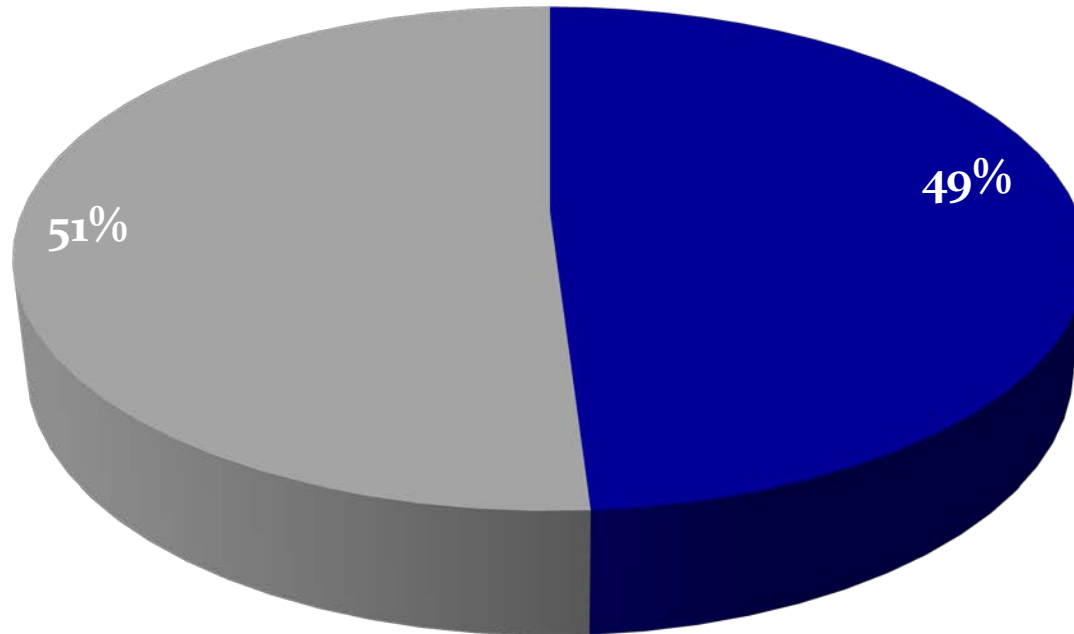
Q3. What portion of your energy procurement cost is on fossil fuels versus electricity?

■ Electricity ■ Fossil Fuels ■ About Equal



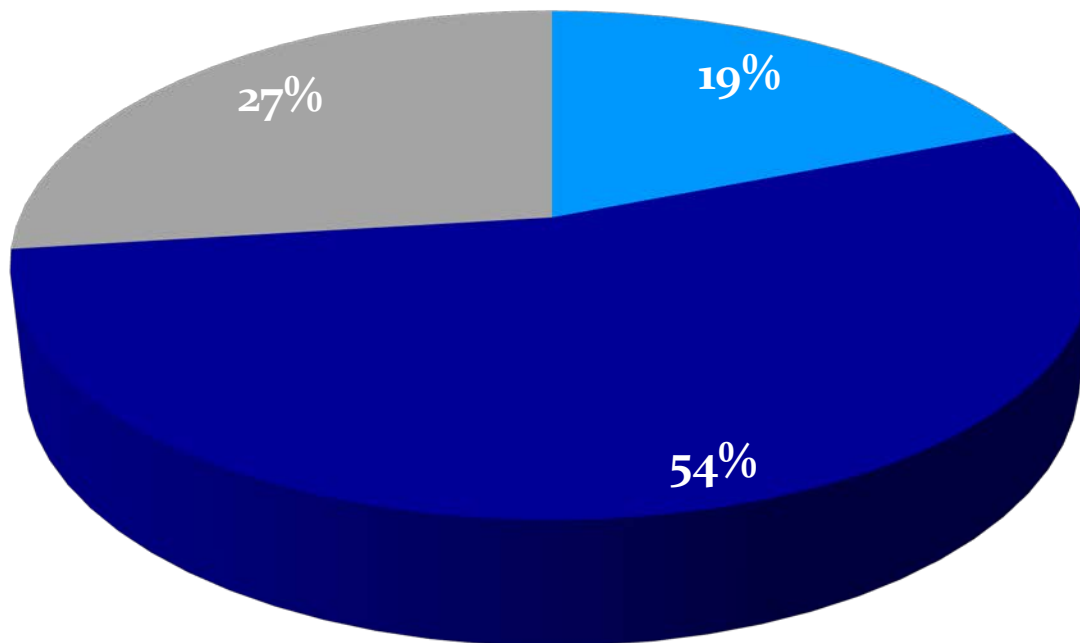
Q4. Will your capital spending on energy efficiency-related projects in 2012 exceed 2011 spending?

■ No ■ Yes



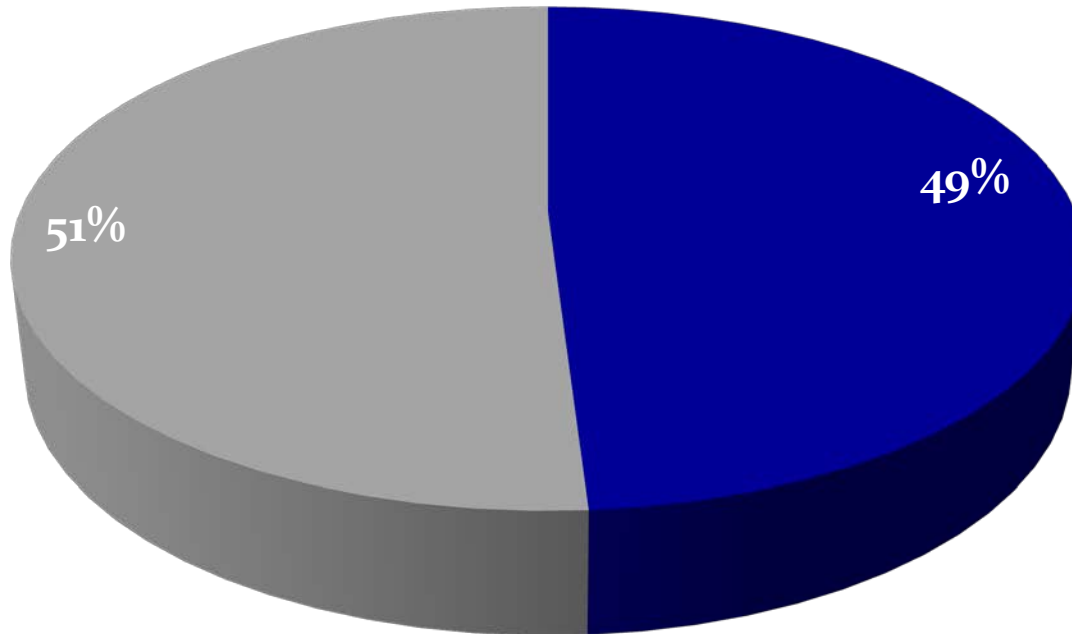
Q5. By what level will your capital spending on energy efficiency-related projects in 2012 exceed 2011 spending?

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



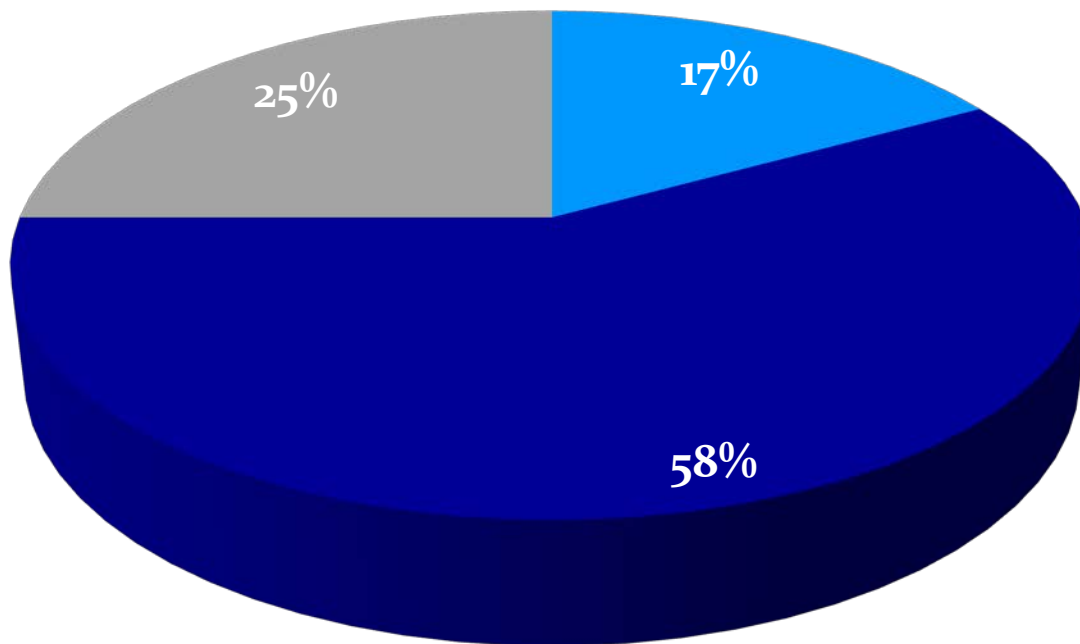
Q6. Will your capital spending on energy efficiency-related projects in 2013 exceed 2012 spending?

■ No ■ Yes



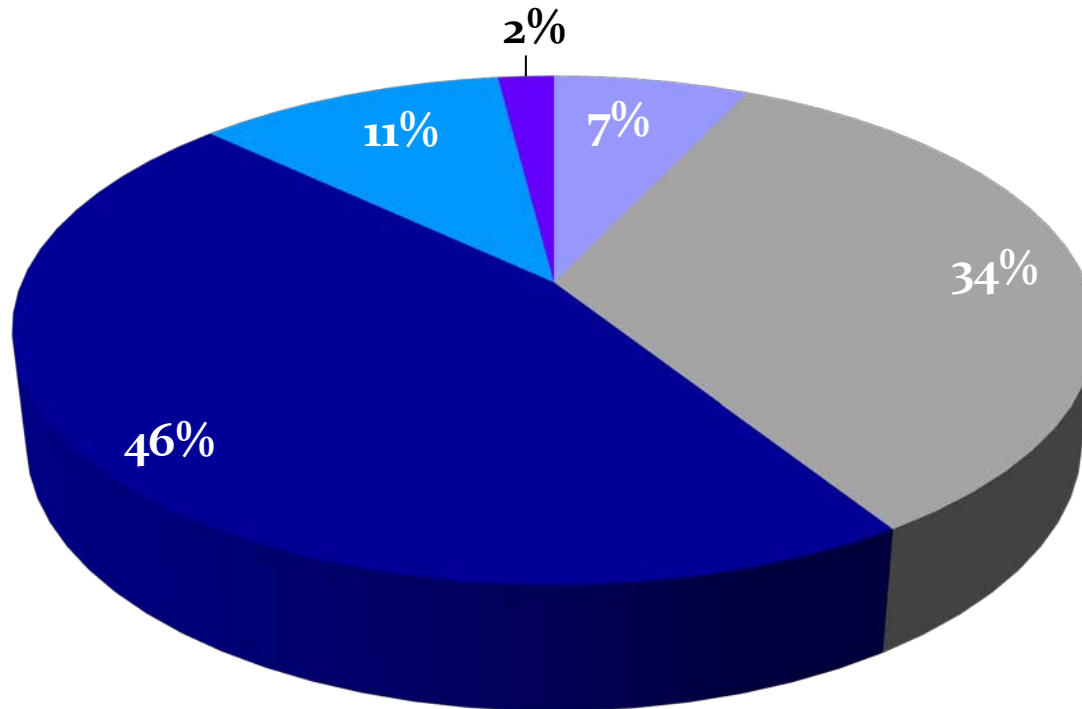
Q7. By what level will your capital spending on energy efficiency-related projects in 2013 exceed 2012 spending?

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



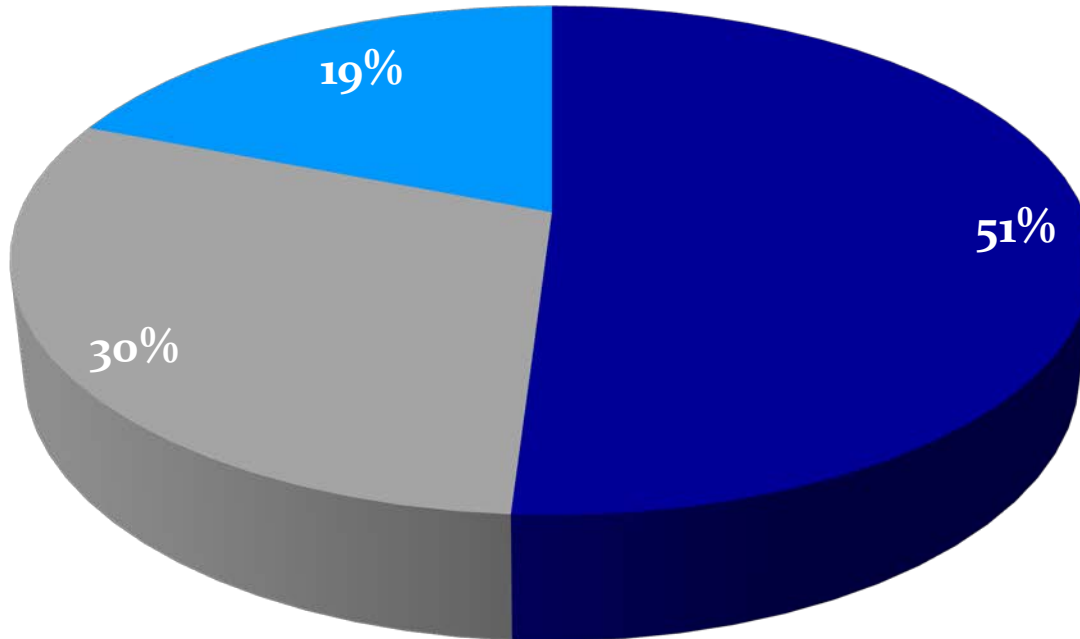
Q8. On average, what is the required payback period?

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



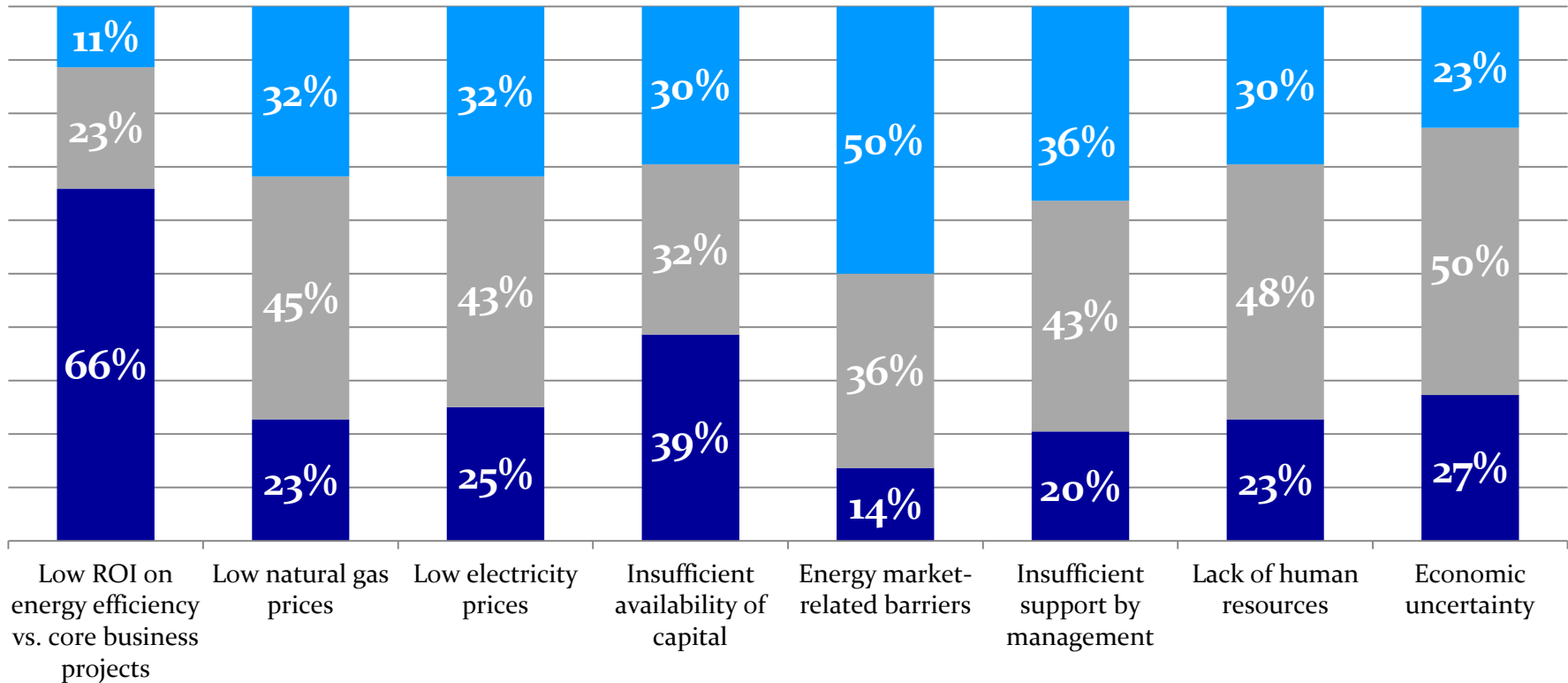
Q9. How much of your energy spending is on:

■ Electricity ■ Fossil Fuels ■ About Equal



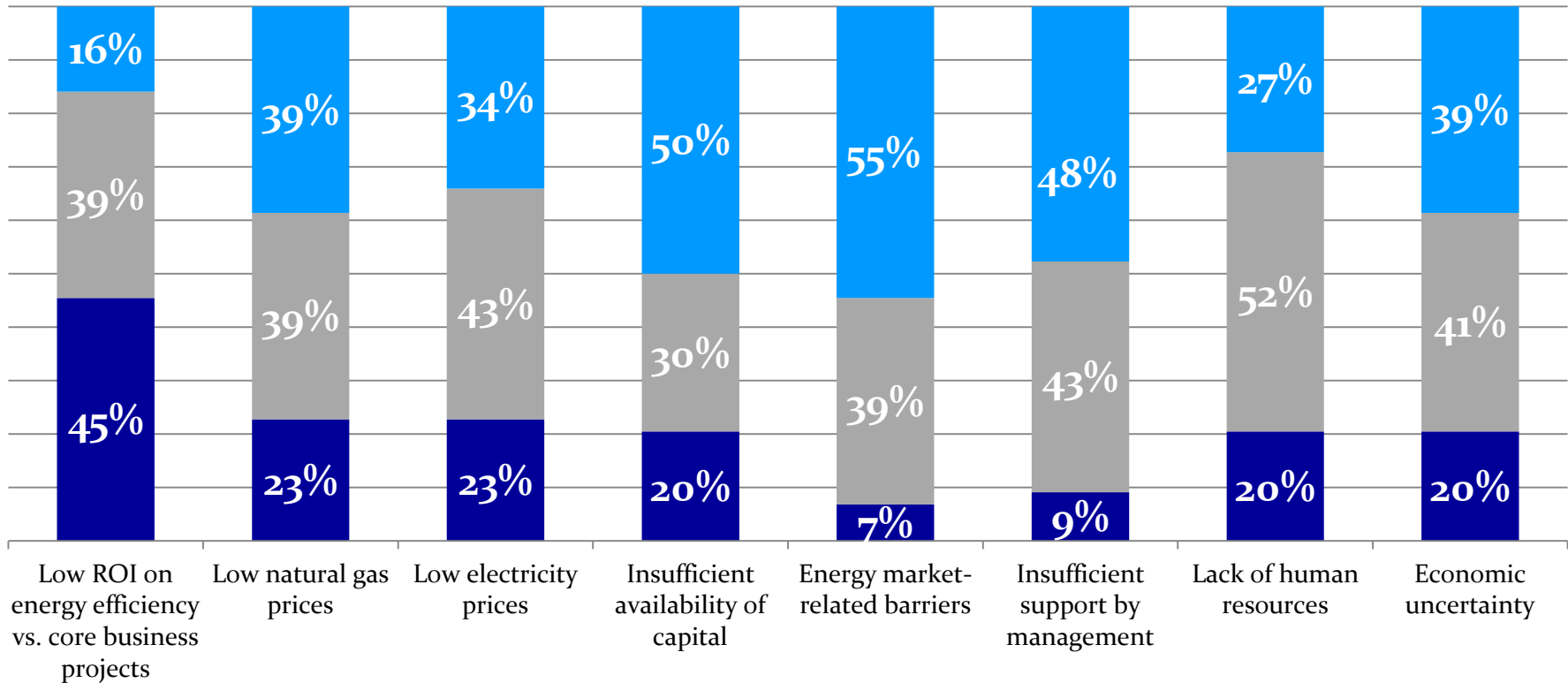
Q10. Please rank (low, medium, high) each of the below potential obstacles to increasing energy efficiency spending for relatively "large" capital dependent projects.

■ High ■ Medium ■ Low



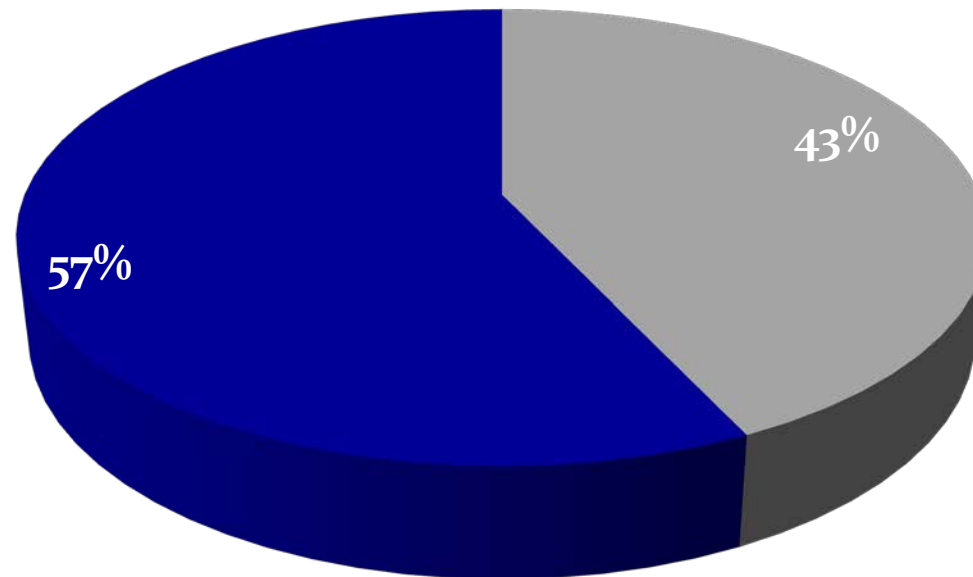
Q11. Please rank (low, medium, high) each of the below potential obstacles to increasing energy efficiency spending for relatively "small" capital dependent projects.

■ High ■ Medium ■ Low



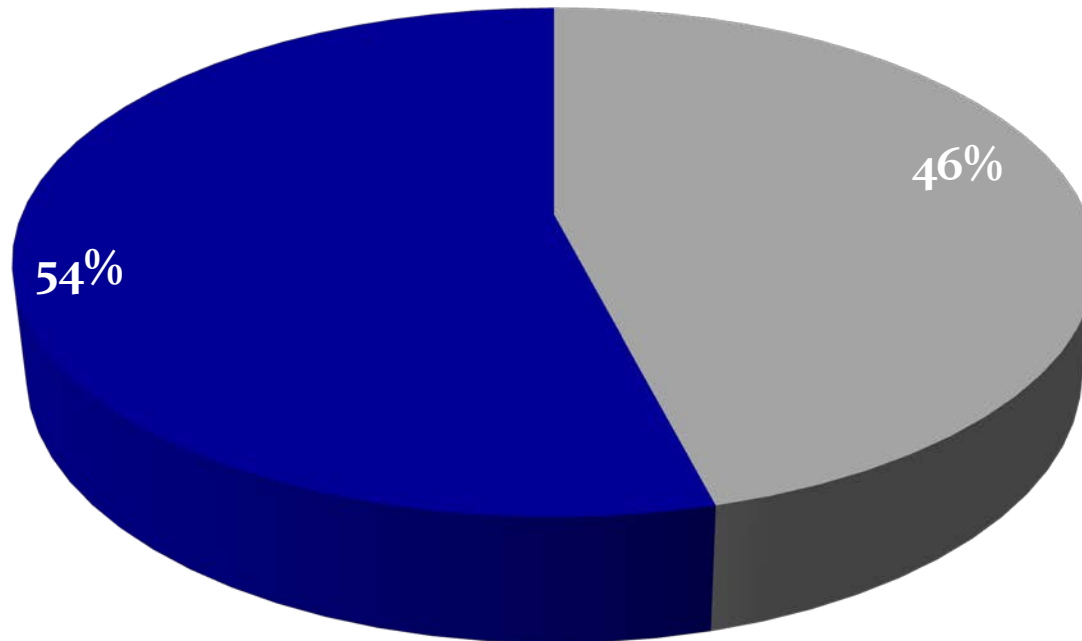
Q12. In general, in the next two to three years, is there greater opportunity for energy efficiency gains in reducing electricity or fossil fuel use in your facilities?

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



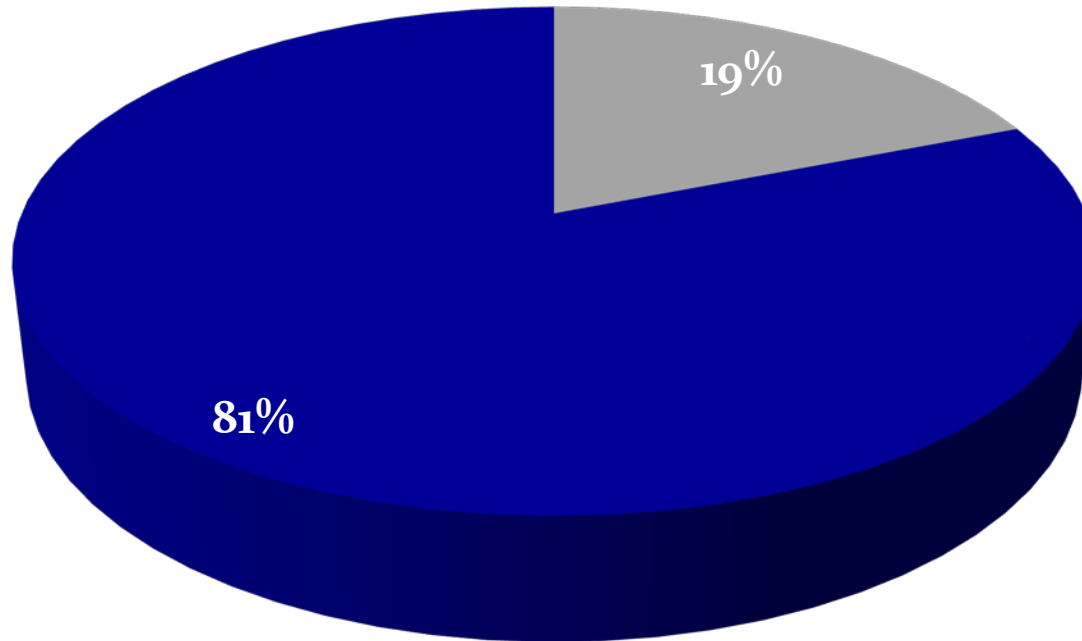
Q13. Please answer this question "if" you have the potential to do either a CHP or Waste Heat Recovery project. Do you anticipate doing a CHP or Waste Recovery project in the next three years?

■ No ■ Yes



Q14. Does your company have energy efficiency goals?

■ No ■ Yes



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