

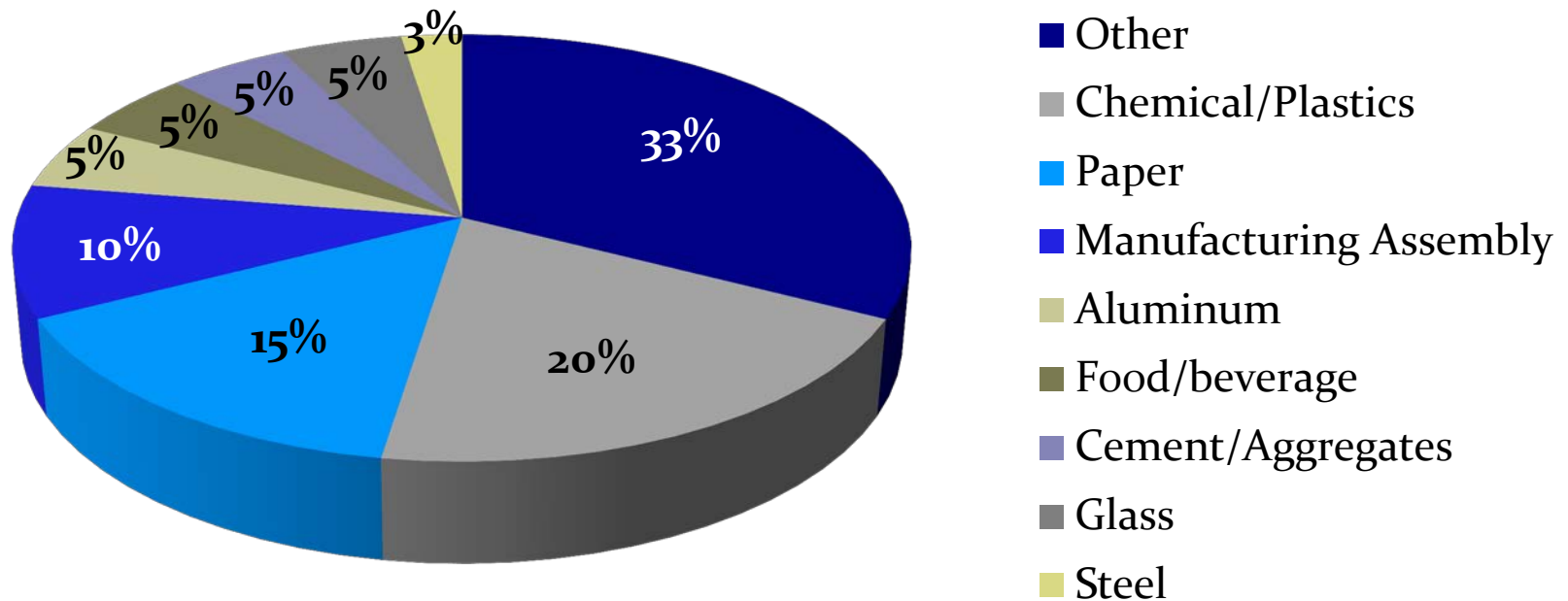
Annual Industrial Energy Efficiency Survey

February 2014

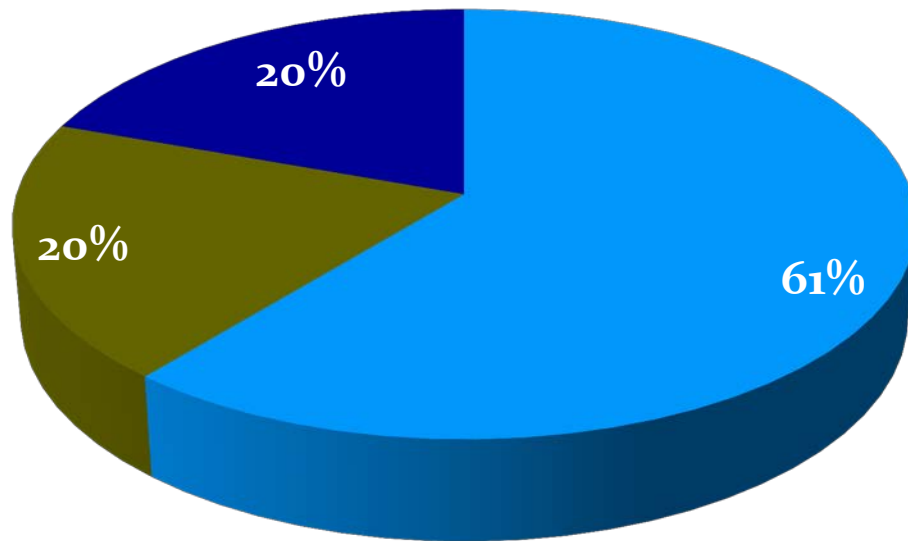
Industrial Energy Consumers of America

Number of Company Participants: 41

Q1. With what industry group are you primarily associated?



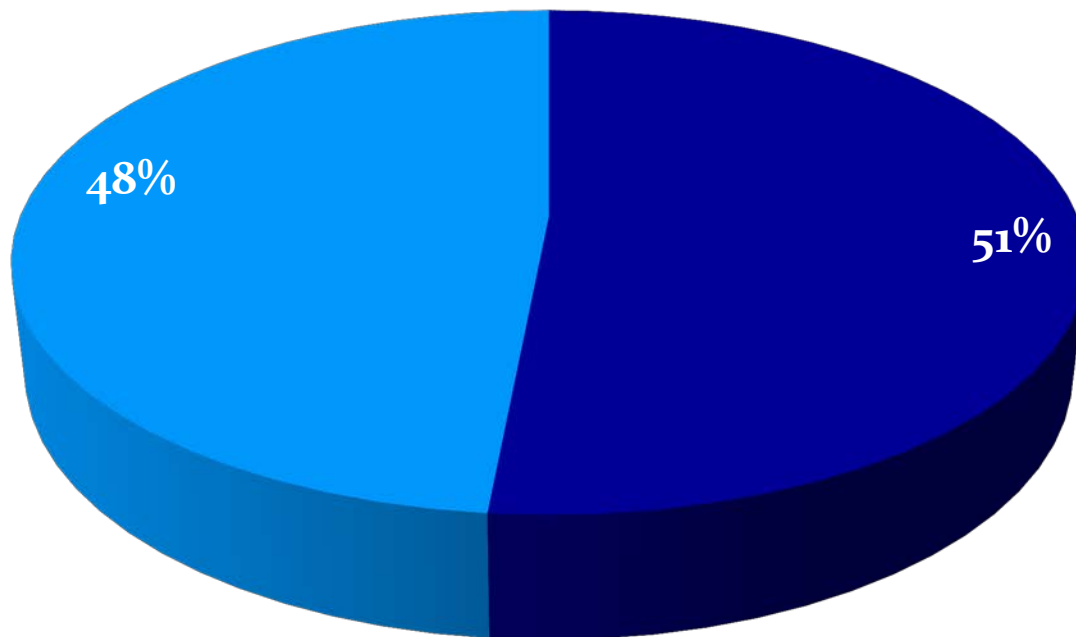
Q2. What was your company's approximate U.S. 2013 annual company sales revenues?



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

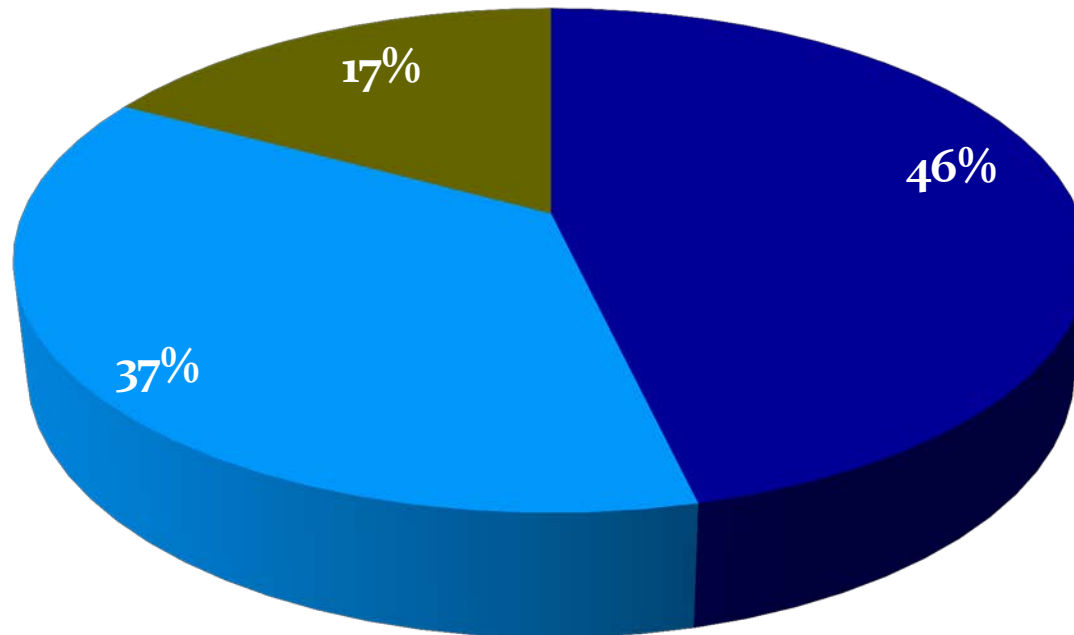
Q3. What portion of your energy procurement cost is on fossil fuels versus electricity?

■ Electricity ■ Fossil Fuels



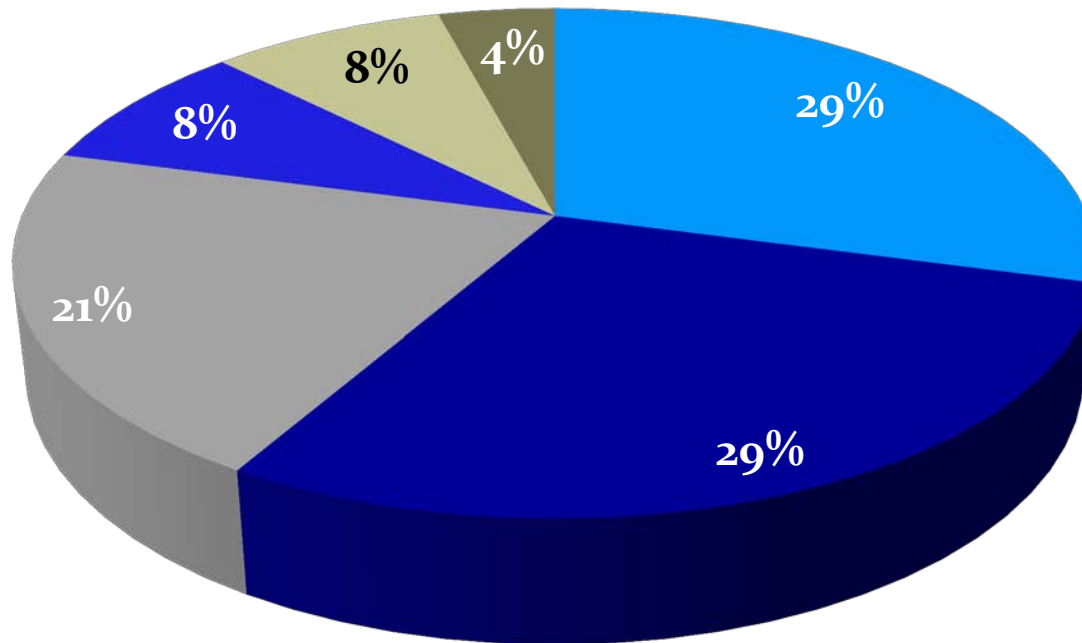
Q4. Will your capital spending on energy efficiency-related projects in 2014 exceed 2013 spending?

■ Yes ■ No ■ I Do Not Know



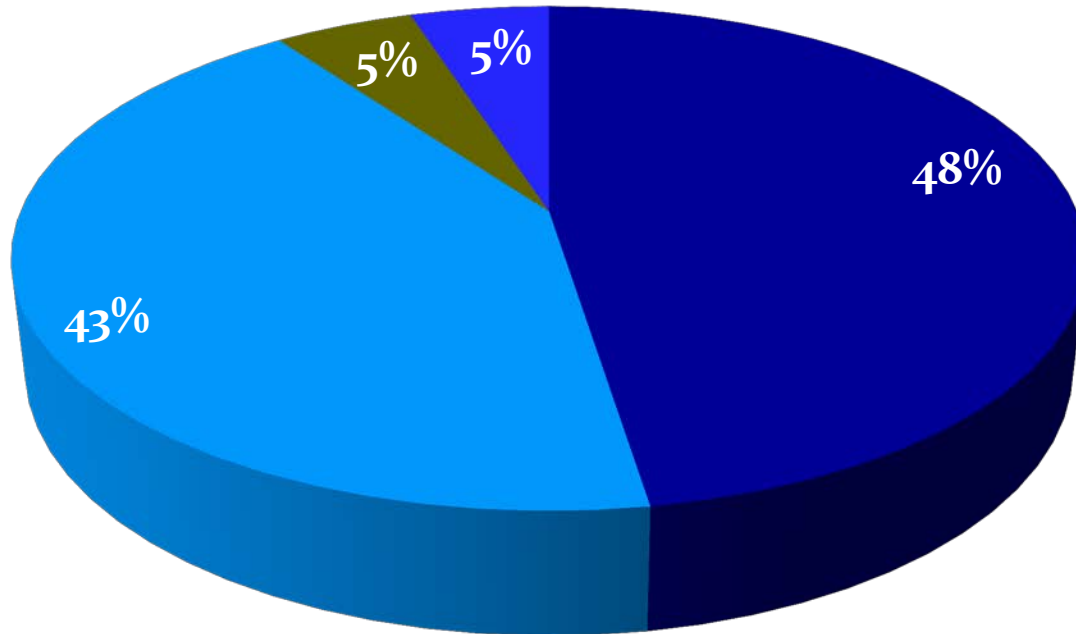
Q5. If yes, by what percentage will your capital spending on energy efficiency-related projects in 2014 exceed 2013 spending?

■ By 6% or greater ■ By 1% ■ By 5% ■ By 3% ■ By 2% ■ By 4%



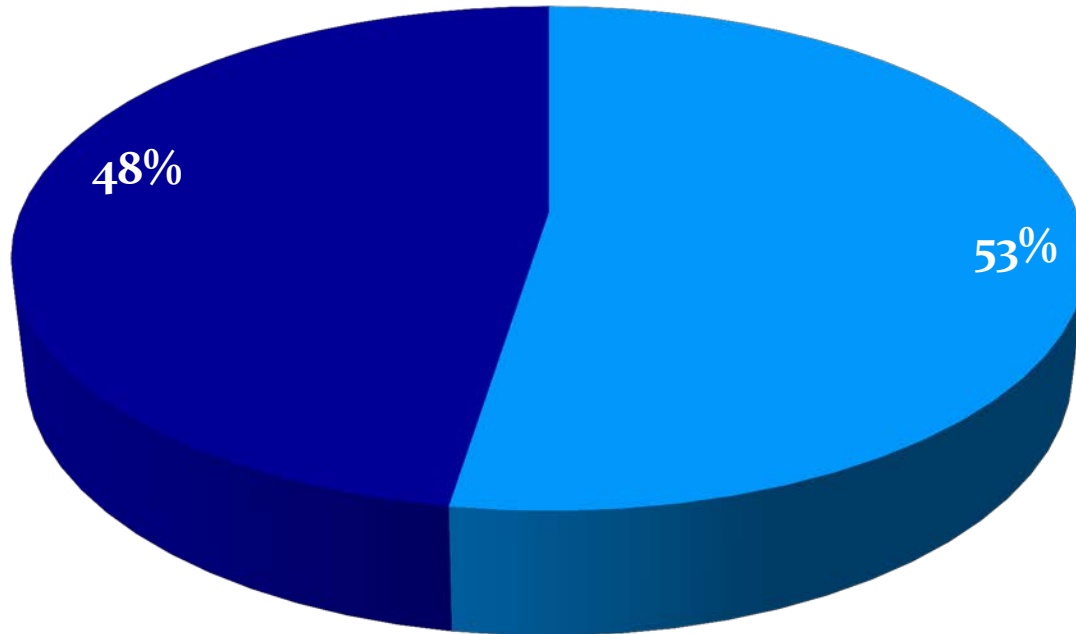
Q6. On average, what payback period is required for energy efficiency projects?

■ 3 years ■ 2 years ■ 4 years ■ Over 5 years



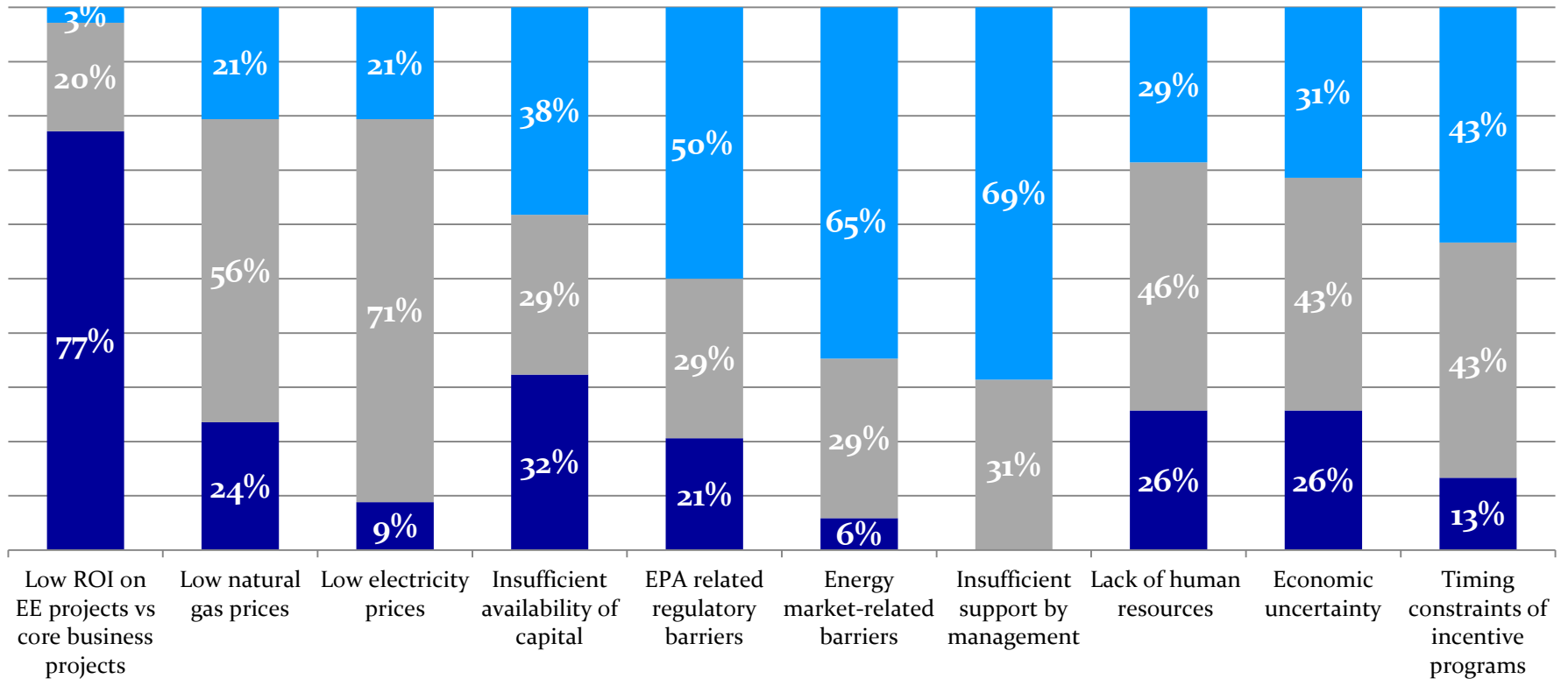
Q7. How much of your energy efficiency project spending is on:

■ Electricity use related projects ■ Fossil fuel related projects



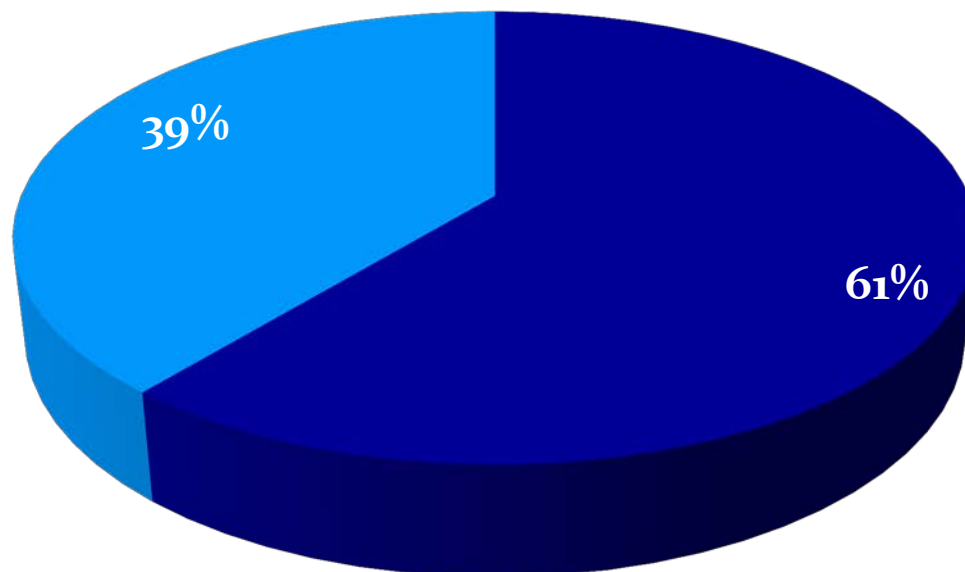
Q8. Please rank (low, medium, high) each of the below potential obstacles to increasing energy efficiency spending for capital dependent projects.

■ High ■ Medium ■ Low



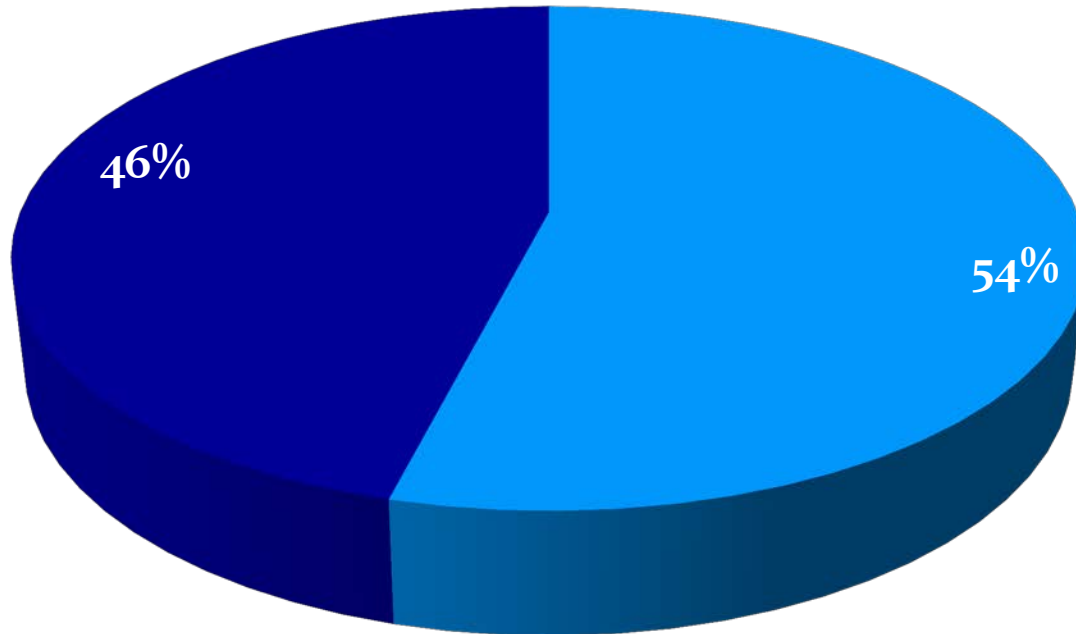
Q9. In general, in the next two to three years, is there greater opportunity for energy efficiency gains in reducing electricity or fossil fuel use in your facilities? (Please mark only one)

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

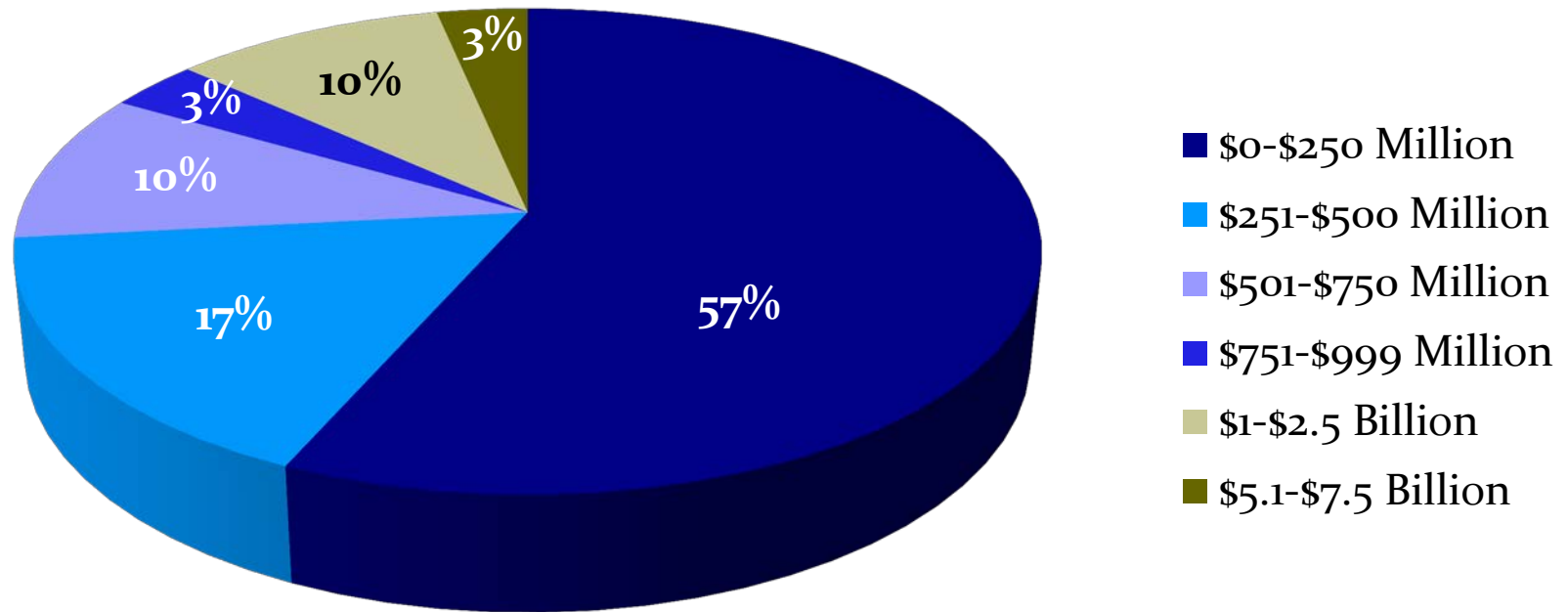


Q10. Do you anticipate doing a CHP or Waste Recovery project in the next three years?

■ Yes ■ No

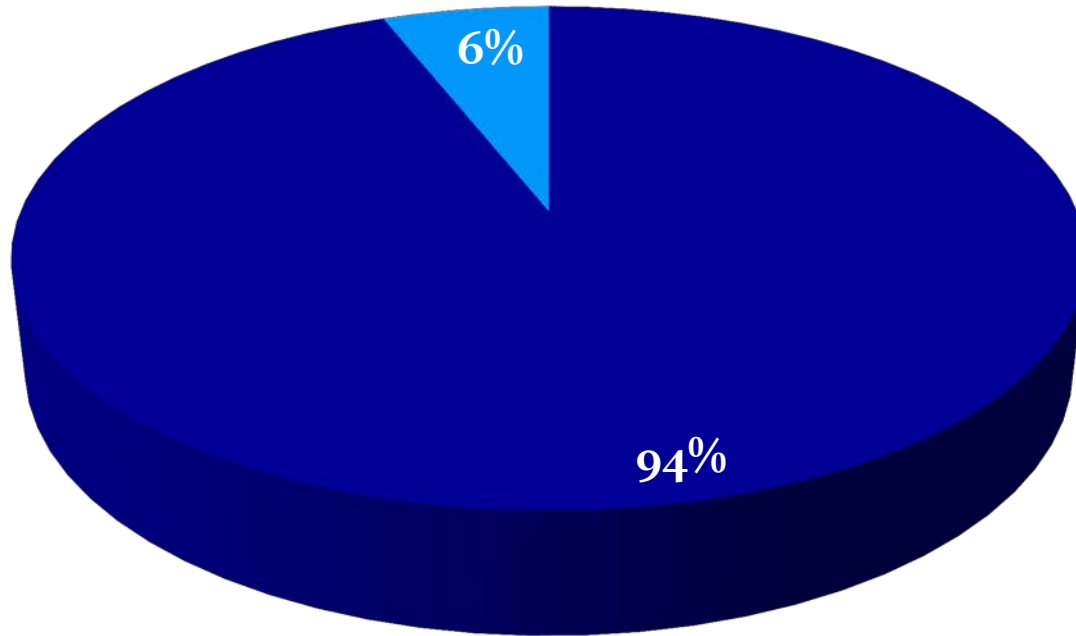


Q11. In 2013, approximately how much did your company spend on energy purchases?



Q12. Does your company have energy efficiency goals?

■ Yes ■ No



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