



Industrial Energy Consumers of America

The Voice of the Industrial Energy Consumers

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INVITATION TO JOIN IECA SUPPLIER COUNCIL

On behalf of the IECA member companies, we invite you to become a member of the Supplier Council. Our companies value the opportunity to meet with Supplier Council member companies to discuss important energy-related issues that impact costs, reliability, GHG reductions, sustainability, and to seek opportunities to work together on federal and state advocacy, study markets and services which you provide. We desire to learn more about your company and services. We know of no other national forum in the U.S. which puts energy-intensive manufacturers together with their suppliers.

IECA the “Voice of the Industrial Energy Consumer”

IECA is the “voice of the industrial energy consumer” in Washington, DC. We are proud of the fact that we testify on energy and environmental issues more than any other manufacturing trade association in the country every year.

The industrial sector consumes 28 percent of U.S. natural gas and 25 percent of U.S. electricity. Industrial natural gas and electricity demand is forecasted to increase 13 percent and 12 percent, respectively by 2025, and IECA companies are leading the way.

As you participate in our meetings, we encourage you to include personnel that are in both sales and public policy. Most of the IECA member company personnel participating in the meetings are the top energy procurement, EHS and sustainability managers for their companies. As a result, the meetings provide a superb low-cost opportunity for you as a supplier to spend time with either your customer or prospective customers.

Building Relationships and Public Policy Input from Suppliers is Important

The purpose of the Supplier Council is two-fold. It is about maintaining and building relationships between IECA companies and their suppliers, learning how your company can improve our competitiveness, discussing what changes are needed in public policy. And, we seek to work with you to advance sound public policy.

BENEFITS OF THE SUPPLIER COUNCIL MEMBERSHIP

IECA Meetings

Meetings are scheduled each year in the Washington, DC area and Supplier Council members may send up to three participants. The meetings, cocktail reception, and dinner opportunities provide ample opportunities to spend one-on-one time with IECA member companies. They also provide an opportunity for you to be a sponsor for meeting activities.

Meeting Presentations

During the IECA meetings, we welcome opportunities for your company to give presentations on relevant topics such as markets, services, and policy issues, or you can distribute marketing materials or other relevant information to meeting participants. We are open to your suggestions.

Webinar Presentations

Each supplier is given an opportunity to give a presentation, up to 1-hour in length, by phone or by webinar, to the IECA industrial company distribution list, which includes over 350 large industrial companies. The presentation can be about the services you provide, market forecasts and conditions, specific company supply and service capabilities, public policy issues, or a combination of these topics.

Lastly, we are receptive to working with you on other value-added initiatives. For example, we would consider distributing a marketing-focused survey that would go to our distribution list of industrial companies.

Please do not hesitate to give me a call at 202-223-1661, if you have any questions.

Sincerely,

Paul N. Cicio
President

The Industrial Energy Consumers of America is a nonpartisan association of leading manufacturing companies with \$1.0 trillion in annual sales, over 3,700 facilities nationwide, and with more than 1.7 million employees worldwide. It is an organization created to promote the interests of manufacturing companies through advocacy and collaboration for which the availability, use and cost of energy, power or feedstock play a significant role in their ability to compete in domestic and world markets. IECA membership represents a diverse set of industries including: chemicals, plastics, steel, iron ore, aluminum, paper, food processing, fertilizer, insulation, glass, industrial gases, pharmaceutical, building products, automotive, brewing, independent oil refining, and cement.