

## **Why AAMD&C/8760 Energy?**

1. We take maximum advantage of the "Power of Aggregation". We already have an embedded book of business, in the public sector, with our ASCHA connection. We also have a large embedded book of business in the private sector, with the likes of Canadian Tire and Lilydale Foods.
2. The AAMD&C has selected 8760 Energy to be their long term partner to procure energy in Alberta. Not only do members and associate members reap the benefits of an experienced partner, their participation in this program is dividend eligible.
3. What you see is what you get. We have a transparent process complemented with an annual public tender reflecting your needs.
4. Building relationships....we are not one and done. We work best with a strong collaborative relationship.
5. Maximum flexibility. You get to make the call every year, whether you want to go floating or fixed, and in what proportion.
6. Short time frames. Our maximum exposure is 3 years in the future. We feel locking in rates for longer than 3 years exposes our clients unnecessarily.
7. Consistency in pricing. We strive to minimize fluctuations while delivering savings. This allows our clients to budget more accurately, and not be at the whims of the market place.
8. Competitive markets not only keep all of us honest, it rewards efficiency and effectiveness. Competition creates a buyer's market, and puts the power where it belongs...with the customer. Choice is good while at the same time helps satisfy the need of fiduciary responsibility.
9. Human capital. We employ 28 professional people. This ensures we have seamless back-up, deep intellectual property, and a collaborative team for problem solving. We are there when you need us. Either by phone or in person.
10. Favourable cost structure. We have a simple, straight forward business model, without a cost heavy infrastructure. This affords us the advantage of keeping our pricing sharp.
11. We have the expertise to properly and professionally assess your unique situation and guide you into the future.
12. Independence. We are not bogged down trying to satisfy a myriad of masters. We have a single minded focus...do what is right for the client.
13. Administrative efficiency. We work with you to ensure that we lessen the administrative workload of the billing process.

lower recurring expenses. every hour. every year.