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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.

Who We Are

The Industrial Energy Consumers of America is a nonpartisan association of leading manufacturing companies with \$1.1 trillion in annual sales, over 12,000 facilities nationwide, and with more than 1.8 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.

IECA is the Voice of the Industrial Energy Consumers

IECA is the “voice of the industrial energy consumers” 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. We are actively engaged with Congress, FERC, DOE, EPA, and CFTC.

In the U.S., the industrial sector consumes 28 percent of natural gas and 25 percent of the electricity. Industrial natural gas and electricity demand is forecasted to continue to increase, and IECA companies are leading the way in growth.

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 services can reduce our costs, and how public policy impacts you and the market.

BENEFITS OF THE SUPPLIER COUNCIL MEMBERSHIP

Webinar Presentations

During the year, each supplier is given an opportunity to give a webinar presentation of up to one hour in length. We invite 800 industrial company procurement managers that are on our distribution list to participate, giving you potential access to thousands of facilities. 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.

IECA Workshops/Meetings

Each year we have a Fall two-day workshop in the Washington, DC area and supplier council members may send up to three participants. There is a meeting fee that is typically around \$500. 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.

As you participate in our meetings, we encourage you to include personnel that are in sales and marketing. 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 customers or prospective customers.

Workshop Presentations

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

IECA Website

Each supplier will have their name posted on the IECA website listed under Supplier Council. The posting includes your company name, the services you provide, and a company contact. The IECA website receives thousands of visitors each month.

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 703-216-7402, if you have any questions.

Sincerely,

Paul N. Cicio

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President & CEO

The Industrial Energy Consumers of America is a nonpartisan association of leading manufacturing companies with \$1.3 trillion in annual sales, over 12,000 facilities nationwide, and with more than 1.9 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, consumer goods, building products, automotive, independent oil refining, and cement.