

# Energy Contract Negotiations

**ENERGY CONTRACT NEGOTIATIONS SEMINAR**

**TUESDAY 13 APRIL 2010**

**Concerned about rising energy costs?  
Looking for opportunities to reduce your energy bills?  
Seeking advice on how to get the best deal on your energy bill?**

To assist companies with their energy contract negotiations, The Australian Industry Group (Ai Group) are conducting a seminar to assist companies negotiate competitive electricity supply contracts and avoid any penalty tariffs.

**KEY ISSUES TO BE COVERED**

- Strategies for the negotiation of future electricity contracts
- Information on the current electricity market including prices and trends and electricity retailers
- Pass throughs
- Renewable Energy Certificates (RECs) including all environmental pass through charges
- Detailed information on the components of future electricity bills
- Tips of how to reduce energy costs
- Energy regulation

**WHO SHOULD ATTEND**

- Businesses that use more than 160 MWh of electricity per year (about \$20,000)
- Anybody who wants information for the on-going management of their existing electricity market contract

**FOLLOW UP SITE VISITS**

Ai Group and Key Energy & Resources are offering a strictly limited number of free site visits to seminar attendees following the event. Companies with an annual energy spend > \$200K, who would like to take advantage of the opportunity for a site visit for detailed discussions, including: energy contracts; connection agreements; energy retailers; or energy efficiency opportunities should indicate their interest on the registration form.

**DETAILS**

**WHEN:**  
Tuesday 13 April 2010  
9.00 – 11.30 am

**WHERE:**  
20 Queens Road, Melbourne

**HOW MUCH:**  
Members \$110  
Non-members \$150

**RSVP:**  
7 April 2010

All prices are GST inclusive.

Payment must be made at the time of registration.

Australian Industry Group –  
ABN 76 369 958 788

**PARTICIPANT DETAILS**

|  |  |  |                                     |  |   |                                 |                             |             |                               |   |  |
|--|--|--|-------------------------------------|--|---|---------------------------------|-----------------------------|-------------|-------------------------------|---|--|
| <input type="checkbox"/> Ai Group Membership No:   |  |  |                                     |  | <input type="checkbox"/> Non Ai Group member  |                                 |                             |             |                               |   |  |
| FIRST NAME   |  |  |                                     |  | SURNAME   |                                 |                             |             |                               |   |  |
| COMPANY NAME   |  |  |                                     |  |   |                                 |                             |             |                               |   |  |
| POSITION   |  |  |                                     |  |   |                                 |                             |             |                               |   |  |
| POSTAL ADDRESS   |  |  |                                     |  |   |                                 |                             |             |                               |   |  |
| STATE  |  |  | POSTCODE                            |  |   | TELEPHONE                       |                             |             |                               |   |  |
| EMAIL  |  |  |                                     |  |   |                                 |                             |             |                               |   |  |
| PLEASE FIND ENCLOSED A CHEQUE FOR \$   |  |  |                                     |  | PLEASE CHARGE MY CREDIT CARD \$   |                                 |                             |             |                               |   |  |
| Upon Payment being accepted this form becomes a tax invoice  |  |  |                                     |  |   |                                 |                             |             |                               |   |  |
| <input type="checkbox"/> AMEX  |  |  | <input type="checkbox"/> MASTERCARD |  |   | <input type="checkbox"/> DINERS |                             |             | <input type="checkbox"/> VISA |   |  |
|  |  |  |                                     |  |   |                                 |                             | EXPIRY DATE |                               | / |  |
| CARDHOLDERS NAME   |  |  |                                     |  | SIGNATURE   |                                 |                             |             |                               |   |  |
| <input type="checkbox"/> I wish to register my interest in a free site visit following my attendance at the seminar  |  |  |                                     |  |   |                                 | ANNUAL SITE ENERGY SPEND \$ |             |                               |   |  |
| SITE ADDRESS   |  |  |                                     |  |   |                                 |                             |             |                               |   |  |
| ISSUES I WISH TO DISCUSS DURING THE SITE VISIT   |  |  |                                     |  |   |                                 |                             |             |                               |   |  |
| <p><b>ALL REGISTRATIONS TO:</b><br/> <b>Sarah McCormick</b><br/>         Australian Industry Group<br/>         PO Box 7622, Melbourne Vic 8004<br/>         Telephone: 03 9867 0224 Facsimile: 03 9867 0122<br/>         RSVP: Please return completed form by fax or post<br/>         by <b>7 April 2010</b>.</p> |  |  |                                     |  | <p><b>Cancellation Policy</b> – Registration may be cancelled up to 5 working days prior to commencement of the seminar, with participants either transferring to another seminar or receiving a full refund. If no cancellation notice is received or cancellation is made less than 5 working days prior to commencement of the seminar, no refund will be issued. You may substitute another participant at any time prior to the seminar commencement date should the nominated person be unable to attend. Ai Group reserves the right to cancel or postpone a seminar to an alternative date. All registered participants affected by such changes will receive a full refund or be offered the opportunity to transfer to the next available seminar program. <b>Privacy Policy</b> – The Australian Industry Group is bound by the National Privacy Principles under the Privacy Amendment (Private Sector) Act 2000. The personal information disclosed by you to us will be used for the purpose of identifying you and confirming your participation. If applicable, financial information disclosed by you will be used only for the purposes of effecting the transaction to which it relates, and will be kept securely until legally able to be deleted. Otherwise, the personal information disclosed will be used by us to communicate with you about our products and services. If you do not want to receive communications from us about products or services unrelated to this transaction, please inform the contact specified on this form. Details of our Privacy Policy are available from the contact specified on this form.</p> |                                 |                             |             |                               |   |  |

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