

Wednesday, October 17, 2018

To Whom It May Concern-

Several months ago, I was introduced to a representative of NASC at an industry trade show by someone I have considered a trusted advisor for many years. NASC presented me with an opportunity to recoup refunds for historical high utility expenditures at our manufacturing facilities that entailed no risk, required minimal effort from my busy staff and the fee for which was entirely dependent on a favorable outcome. After some brief consideration, I moved forward with NASC's Utility Cost Recovery process. It has proven to be a wise decision.

The time invested by the person on my team who spearheaded this exercise has been less than a few hours in total for four manufacturing facilities, each in a different state. NASC successfully procured historical refunds for all four sites, netting us real money in the low-five figures (even after NASC's fees) that has gone straight to the bottom line. More importantly, NASC worked directly with each local utility company to correct the structural billing errors which led to the refunds, so our future energy costs at each site will be measurably lowered going forward. This will save our company tens of thousands of dollars in the years to come, and there is no further fee for those future savings.

NASC was professional throughout the entire process and easy to work with. They kept all of their promises, and the outcome was better than I had expected. I see why my trusted advisor introduced me to her friend at NASC. Without hesitation, I recommend that any manufacturer engage NASC for this simple and important endeavor, even if it's just to ensure that you've left no money on the table.

Sincerely,


Steve Kempf, CEO
Lee Spring Company