



## Why Join ELCON? Here's What ELCON Members Say

In evaluating whether to join ELCON, the national association representing large industrial users of electricity, many energy managers ask about the benefits that they can expect for them or their company. While it is difficult to calculate a precise "value added," the following quotations from active ELCON members are a sampling of benefits that current ELCON members value.

My company has been a member of ELCON for over 20 years. Active participation in ELCON allows DuPont to efficiently keep abreast of all the new developments everywhere my company has facilities. ELCON has been a key resource which has facilitated our ability to effectively source power in today's ever-changing electricity market. We have undoubtedly saved our annual dues many times over.

**Thomas Harrigan**, Executive Buyer, E.I. DuPont  
([Thomas.I.Harrigan@usadupont.com](mailto:Thomas.I.Harrigan@usadupont.com)), 302-992-3243

Each year there is at least one case before FERC that I would like my company to intervene in. As an active ELCON member, when that important case comes along, I can usually get the whole association to intervene in the case that is important to me. And the total cost of my ELCON dues are less than it would likely cost me to file just that one intervention.

**Gary Kajander**, Manager, Energy Procurement, Monsanto  
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I think the most important thing about being an ELCON member is staying ahead of the curve. ELCON, through its meetings, its distribution of material, and simply by having a knowledgeable staff source to call, has helped me be a better energy manager and saved my company many thousands of dollars.

**Mike Miller**, Director, Energy Services, Shell Oil Products  
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I enjoy the give-and-take that is part of the ELCON meetings. The ability to exchange ideas with others who are in different industries, to hear their views and share my own, is something that I get from my ELCON membership. ELCON provides a meaningful forum in which its members collaborate to address significant issues and contribute to the policy setting process in the evolving electric power sector.

**Bob Merlo**, Director, Utilities Management, Anheuser-Busch Companies  
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My company primarily manufactures commodity products such as corn sweeteners, industrial and food-grade starches, and fuel ethanol. As part of controlling costs in our commodity business, we eliminated our Washington governmental affairs office. But I understand all too well that many decisions affecting my company and my job are made in Congress and at the Federal Energy Regulatory Commission. ELCON provides an economical alternative to maintaining a Washington presence by allowing us to share the costs of advocacy with other ELCON members. ELCON advocacy is truly first rate and when I need information or political insight, I know exactly who to call. ELCON also provides access to Capitol Hill and only ELCON provides face-to-face access to FERC. Finally, ELCON provides an ideal forum for networking with other industrial energy users.

**Jim Hoyt**, Manager Energy Purchases, Tate & Lyle  
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**Feel free to contact any of the above for further information – or contact ELCON at 202-682-1390.**