

# **National Account Break-Out Session Report**

**Jim Moxley  
Health South**

# Future Discussion Topics

- **Presentations/Half-Day Workshop on Strategies for Gas Purchasing**
  - **Cost/Benefit of Managing Gas Purchase Contracts – Best Practices**  
*“Take the Emotions Out of Purchasing Natural Gas”*
  - **Hedging/Purchasing Strategy Presentation by a Panel**
    - Energy Supply Vendor
    - Utility
    - Consultant
  - **Minimizing the Cost/Time of Placing Contracts/Changing Suppliers**
    - Use of National Master Contract with Regional Addendums
  - **Continue Information on Gas Price, Supply, Regulatory Changes**
    - Special Session on Regional Markets / Western Markets

**Consider Half-Day Workshop on Gas 101**

# **Future Discussion Topics – Cont.**

- **When Should Natural Gas be a Choice for Cooling, Space Heating, and Water Heating?**
- **Burner Technologies and Energy Star Updates**
- **Presentations on Bi-Fuel Emergency Generators**
  - **Technical Information**
  - **Utility Incentives for Generators**
  - **Load Shedding**

# Resource Needs

- **Website or Information Tool on Expected Price Increases, Rate Cases, Restructuring Expected for Next Twelve Months**
- **Natural Gas Bill Standardization: Uniform and Understandable Billing Practices and Data**
- **Electronic Metering To Eliminate Estimated Readings**

# **New Issues Facing National Accounts**

- **Renewables and Available Opportunities**
- **Rising Awareness and Importance of Preventative Maintenance and Operator Training**