



RTE Enterprises LLC

# Save Money on an Expense You Incur Everyday

## **ARE THERE ANY COSTS INVOLVED IN WORKING WITH RTE ENTERPRISES?**

There are no costs incurred when dealing with RTE Enterprises. The suppliers pay all of my fees.

## **WHY DO MANY COMPANIES PAY MORE FOR ELECTRICITY THAN THEY NEED TO?**

They may not be aware that any options are available to them, or they don't realize what they could be saving. They comparatively shop for office supplies, computers, and phone and internet service, but they do not think about shopping for electricity. In fact, over 90% of the companies in New Jersey buy electricity from the utility. Only 10% of New Jersey companies have taken advantage of the deregulation of electricity which allows companies to save money by buying directly from the companies that actually produce/generate the power.

## **HOW DOES MY COMPANY SAVE MONEY ON ELECTRICITY BY BUYING POWER DIRECTLY FROM A COMPANY THAT GENERATES IT?**

JCP&L does it, PSE&G does it, and you can do it, too. New Jersey's electric utilities do not make their own power... they buy it from generators and sell it for the price they paid, which is regulated by the Board of Public Utilities (BPU). This is the Basic Generation Service (BGS) or the price-to-compare rate listed on your electric bill. Every June, this price is adjusted to reflect the prices paid by the utilities for the power they bought. The key to saving money is to buy from a generator or third party supplier at a price less than the utility's price-to-compare. Currently, buying direct from a generator can save you 10-15% or more on the generation portion of your electric bill. This is equivalent to a free month or more of electricity each year, which can add up to thousands of dollars.

## **IF THE UTILITY SELLS THE ELECTRICITY AT THE SAME PRICE THEY PAID, HOW DO THEY MAKE ANY MONEY?**

They don't make any money selling the electricity. The utilities make money on the use of their distribution system, i.e., the delivery through their wires and poles, meters, etc... So, whether you buy your power from the utility or a generator, you pay the same distribution charges. This is why the utilities are indifferent as to whether you buy power from them or buy your own power; they make the same amount of money in either case.

## **WILL THE ELECTRIC UTILITY BE OFFENDED AND HOLD IT AGAINST ME LATER IF I BUY DIRECTLY FROM A GENERATOR?**

No, absolutely not. The utilities and the BPU strongly endorse "Customer Choice": your right to explore your buying options and determine what is best for your particular needs. Remember, the utility's main job is to deliver your power through its system; that is how they make their profits. That is why they guarantee the electricity will be at your business when you need it, regardless of who you bought it from.

## **I AM A COMMERCIAL INDUSTRIAL ENERGY PRICING (CIEP) CUSTOMER, WILL BUYING DIRECT SAVE ME MONEY?**

Because CIEP customer utility prices change every hour of every day based upon the wholesale electric market, the only way to ensure saving money is to contract at a price that floats with the market. Typically, this will provide a small level of savings per kWhr, which can add up quickly because of the large amount of electricity used by these customers. Fixed price options are also available through generators, which the electric utilities do not offer. And, although they don't assure saving money compared to the utility price, they do provide a level of stability and budget predictability that the utility can't provide.

## **HOW CAN I DETERMINE IF BUYING MY ELECTRICITY DIRECT FROM THE GENERATOR WILL BE MY BEST OPTION?**

You can receive a free, no obligation analysis of your electric account(s) by calling RTE Enterprises at (908) 268-5123, or by mailing Bob Eyt at Bob@RTEenterprises.net. I will work with my suppliers to determine the best price and program for you. If my supplier's price is lower than the utility's price-to-compare, then there are savings which can be achieved by buying direct. Once you determine that buying from the generator makes sense for your company, I will handle the rest. I will work as a liaison between you and the supplier to establish the proper contract, facilitate enrollment with the electric utility, and determine any credit arrangements that may be required.