



News from the **Ohio Turnpike Commission**

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February 12, 2013 (For Immediate Release)
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Ohio Turnpike saves \$2 million with new energy supplier

Berea, Ohio – February 12, 2013 – The Ohio Turnpike Commission (“Commission”) is pleased to announce that it is using a new, modern and tech-savvy method to save a substantial amount of money (approximately \$2 million) on its energy supplies. Through recent advancements in technology and a contract with Independent Energy Consultants, the Commission is now able to utilize an online reverse-auction platform to acquire its electric energy accounts.

By utilizing the reverse auction, the roles of buyer and seller are reversed whereby the sellers are competing to obtain business from the buyer (in this case the Commission). Perhaps the most significant benefit to this process is the tremendous monetary savings that can be obtained when energy suppliers bid down, in real time, the unit cost to fulfill the Commission’s energy needs.

The Commission first utilized this auction on Monday, February 11, 2013, and found that the lowest bids were submitted by First Energy Solutions, an Ohio-based company to

supply the Commission's electricity accounts at various locations ranging from salt domes to service plazas along the Ohio Turnpike's 241-mile mainline.

Commission Executive Director Rick Hodges understands the value of this process, stating, "through this online competitive reverse auction, the Commission will be saving approximately \$2 million over the course of the next two years."

He added, "The Commission is continually searching for ways to be more resourceful and this is an incredible opportunity. It's wonderful when today's technology and a competitive marketplace can make saving substantial money possible."

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