



CASE STUDY

Case Management Silver Spring, MD

Case Management is a privately owned 352 unit apartment complex located in the heart of the DC metro area in Silver Spring, Maryland. They primarily consume natural gas for heating and hot water requirements, which makes them extremely sensitive to changes in temperature and weather. They have two boilers currently on an interruptible tariff rate through Washington Gas Light, and have actively transported their natural gas for more than 17 years. The boilers have dual-fuel capabilities, and may switch to consuming oil when prices are cheaper than natural gas.

The Challenge

Case Management needed a better way to handle pricing volatility after the cold winter of 2013-2014. Increased transportation basis costs for the winter continued to make it more and more difficult for Case Management to meet its budgetary goals.

The Enspire Solution

Enspire Energy leveraged their relationships with upstream suppliers and producers to negotiate an extremely competitive transportation basis price for the upcoming

winter for Case Management. This allowed Case Management to meet their budget expectations for natural gas for the year.

Scott Fixell, the property manager for Case Management, says that it is Enspire Energy's experience in the industry that keeps him as a customer. He specifically notes Enspire's ability to recognize trends in the market, which has assisted Case Management in purchasing natu-

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ral gas at or near market lows. Scott also likes the fact that the Enspire staff are always accessible, and take the time to understand his business and its specific needs. "I feel as though we have more of a partnership than a seller-buyer relationship. Enspire realizes that if my business is to thrive, they need to be a part of helping make it so." Scott's found that through his experience with other suppliers, Enspire Energy consistently offers competitive pricing, and that their staff thinks outside of the box to try to get to the natural gas pricing he needs to meet his budget goals.