

## Affordable **natural gas** service helps Georgia businesses remain competitive

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In order to remain competitive during the current economic downturn, cutting costs has become essential for Georgia businesses. Although the benefits of lowering energy costs may be obvious for large, energy-intensive industries, even small companies can realize savings on basic expenses like heating and hot water with more affordable natural gas service. “Natural gas and other energy costs represent a significant expense for many of our business customers, so helping them effectively manage costs and volatility is critical,” says Kevin Greiner, CEO of Atlanta-based Gas South. “That’s the reason we’re so active in many of our customers’ industry

associations – because we succeed if they succeed.”

As one of Georgia’s largest suppliers of natural gas to business and government customers, Gas South is perhaps the industry’s leading participant in business associations. The company is a member of chambers of commerce throughout Georgia, the Georgia Restaurant Association, the Georgia Hotel and Lodging Association, and the Georgia Apartment Association.

Since its inception three years ago, the company has worked hard to help cost-conscious business owners realize the best value for their dollars, and has seen tremendous growth in new customers as a result. Over the past year alone, Gas South has grown by 30 percent and now provides gas service to approximately 225,000 commercial, governmental and residential customers.

The company has also forged innovative alliances with numerous electric utilities in Georgia, offering programs through which those utilities’ customers can receive discounts on Gas South service.

“In the current economy, businesses know that customers don’t just want affordability, they want value,” says Greiner. “We are committed to providing the best value possible to our business customers, so they can pass the savings on to their customers – that’s what being competitive is all about.”



Gas South employees at company headquarters