

DM11-275



**ENERGY MANAGEMENT
SERVICES**

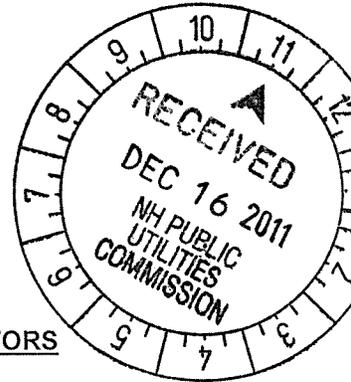
EFFECTIVE ENERGY MANAGEMENT
ELECTRICITY | NATURAL GAS

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December 13, 2011

New Hampshire Public Utilities Commission
Debra Howland, Executive Director
21 South Fruit Street, Suite 10
Concord, NH 03301-2429



RE: Puc 3003.004 INITIAL REGISTRATION OF NATURAL GAS AGGREGATORS

Dear Ms. Howland,

Please find enclosed, my application for registration as a natural gas aggregator in New Hampshire, according to Puc 3003.04. For this purpose, I have enclosed the following:

- Registration Application in original form with 2 copies and an electronic CD
- A Request for Waiver under Chapter Puc 200, Rules of Practice and Procedure of New Hampshire Code of Administrative Rules; Puc 201.05 Waiver of Rules
- A copy of my Certificate of Registered Trade Name for US Energy Management Services in New Hampshire from the Secretary of State
- A copy of my current Notification of Registration as a Provider of Electric Aggregation Service
- A check for \$250.00 for the registration fee

As requested, the following briefly describes my background and experience as it relates to my application and ability to conduct business in New Hampshire:

I operate as an energy broker through a sole proprietorship in the name of John Orr d/b/a Energy Management Services in all states except New Hampshire. In New Hampshire, specifically, I operate as John Orr d/b/a US Energy Management Services, as the Secretary of State had deemed the original name to be too generic, and therefore unacceptable for registration. I have been working in the natural gas and electric deregulated markets for some 13 years, since 1998. I am licensed to sell electricity in Massachusetts, New Hampshire and Maine. I cover the eastern seaboard states primarily, working as an independent contractor, providing customer referrals to a select group of major energy suppliers. My customer base is mostly end-users with multiple facilities which may span a number of states throughout the country. With this focus, my footprint covers the national deregulated markets.

Previous to working in the deregulated energy markets, I was a Vice President with Citicorp Securities and Dean Witter Reynolds, both investment banks in New York City. Within the

investment banking industry, I worked in the Taxable Fixed Income market trading mortgage-backed securities, asset-backed securities, corporate bonds, Treasury securities and derivatives. During this period, I sold highly intricate financial instruments to large financial institutions and participated in the negotiation of complex purchase and sale legal agreements. I was a registered member of the National Association of Securities Dealers and the New York Stock Exchange, passing my Series 7 and Series 63 Securities Licenses. My registration and licensing required me to adhere to strict compliance with the laws and regulations governing all securities transactions where full disclosure and proper representation were mandatory. On leaving investment banking, I transitioned into the deregulated energy markets as an independent energy broker.

From my investment banking disciplines, I specialize in identifying the fundamental and technical factors which affect price volatility dominating the energy markets, and develop viable strategy platforms to pro-actively manage and capitalize on opportunities created within this volatile environment to optimize energy savings. I closely monitor this market volatility on a daily basis to isolate favorable trends and opportunities to execute low price lock-ins and optimize cost savings. I have successfully serviced a wide range of end-user clients including hotels, office buildings, multi-family portfolios, assisted living and nursing homes, restaurants and fast food restaurants, among others.

I hope you find my application complete and satisfactory in its content where I may anticipate an approval accordingly.

Many thanks.

Truly Yours,

A handwritten signature in black ink, appearing to read "John Orr", with a long horizontal flourish underneath.

John Orr