

FINANCE AND COMMERCE

Tech and Energy

July 29, 2009

U.S. Energy acquires consulting firm from Chicago-based Integrys Group

by [Bob Geiger](#) Staff Writer

Plymouth-based U.S. Energy Services has expanded its consulting business to the south and east after acquiring the Energy Management Services unit of publicly-held Integrys Energy Group, Inc.

Terms of the deal were not disclosed. Expected to close in the third quarter of 2009, the acquisition adds corporate and industrial energy consulting, risk management and utility data management to U.S. Energy Services.

In turn, former Integrys customers could gain access to such additional services as carbon management strategy and access to Canadian and European markets, said Bill Bathe, president of the 16-year-old U.S. Energy Services.

When completed, the deal increases U.S. Energy Services' client base to more than 2,000 clients nationwide, and adds a Louisville, Ky., office to U.S. Energy Services Plymouth headquarters. The company also has offices in Overland Park, Kan. and Omaha, Neb.

U.S. Energy Services manages more than \$1.5 billion of annual spending through consulting services for energy generated from a variety of fossil fuels, natural gas and renewable resources, Bathe said.

"This is a major opportunity for us to expand our reach and provide energy savings for a larger client base," he said. "We look forward to providing the same great customer service, for which we're known, to our new and existing clients."

The acquisition of the Integrys consultancy unit adds up to 17 employees to U.S. Energy Services, which now employs 75, he said.

Mark Radtke, president and CEO of Integrys Energy Services, said in a news release, "This agreement is a good fit for our customers and we will work diligently toward a smooth transition with U.S. Energy Services, a leader in energy management services."

Several days before selling the energy consulting group to U.S. Energy Services, Integrys Energy Group said in a news release that advisory and information services for facility and corporate clients generated approximately \$4 million in 2008 sales.

Bathe said his business is doing well because the recession has heightened attention of industrial firms and other clients on saving energy costs to reduce costs.

"With this economy, people are very interested in having an outsourced job and talent. We do better when people are hunkering down," he said.

U.S. Energy Services offers gas and electric supply procurement, financial hedging, tariff analysis, energy accounting and online reporting of usage and costs to its clients.

Bathe said the acquisition expands U.S. Energy Services' operations to Wisconsin, Illinois, Ohio and, through the Louisville office, clients on the East Coast.

Currently, U.S. Energy Services advises with presences in 38 states about their energy use. The acquisition will increase U.S. Energy's presence to 45 states, in addition to strategic consulting ties with firms in Canada and Scotland.

Copyright 2009 Finance and Commerce All Rights Reserved
U.S. Trust Building Suite 100, Minneapolis, MN 55402 (612) 333-4244