

**Issue # EE 09:**

"Based on the provisions of the Energy Conservation Act two parties are supposed to work as a team to prepare an energy audit (baseline assessment) as well as come up with a business plan which energy saving measures could be implemented. In this real life world this team approach is often questionable and rocky because a professional energy auditor brings bad news to the operational staff and the energy manager of a firm. No matter how politely the energy auditor team may be, at the end of the day the auditors have to point out that the company is wasting energy due to human failure and not failures of a technology or a manufacturing process."

Either wrong investment decisions were made or quality of monitoring and control of energy intensive equipment is less than expected. In our barrier to energy efficiency services we have sampled 28 contributions of professional energy auditors about their experiences with industrial clients. **Read these samples of barriers carefully** and tell us your recommendation how to improve working relations with energy auditors.

**Samples of barriers are posted on the webpage**  
**[www.energymanagertraining.com](http://www.energymanagertraining.com) on home page under right side button "Case studies"**