

“We Don’t Have a Revenue Loss Problem”

Using the Spinlab Bird Dog and Bird Dog Plus these companies have found the following lost revenues:

Large Utility Corporations

- A large utility company in the West found 2 separate locations where over \$1,000,000 of revenue was lost during a 12 month period in 2001 and 2002 respectively.
- A company on the West coast found one site where over \$100,000 in lost revenue was found over a 12 month period in 2002.
- A northeastern utility company found over \$ 10 million in lost revenue in just over 4 years and collected 51% of those revenues. The return on investment was reported to be \$16 to every dollar spent on its revenue-testing program.
- A utility company in the South reported the discovery of nearly \$1 million in lost revenue in 1995.
- In 1996 another southern utility company found \$1.2 million in lost revenues and collected \$320,000 of that amount their first year of testing.

Small Municipals and RECs

- A company in the Caribbean found over \$200,000 in lost revenues in 2 weeks. That’s over \$14,000 of lost revenue per day!
- A utility company in the Southeast discovered an annual revenue loss of \$43,741 in the first 6 months of testing.
- In 1995 a southwestern utility company found \$318,000 in lost revenue and recovered \$235,000 or 73% of the total amount of lost revenue.
- In 1995 a northwestern utility company found \$165,000 in lost revenue.

Service Companies

- A southeastern service company found \$3,500,000 in lost revenue over a 3-year period beginning in 1994 and ending in 1996.