



NATURAL GAS

Sprague has provided customers in the Northeast with energy solutions since 1870 and a full suite of natural gas products and services for almost two decades. Today Sprague serves more than 5,000 commercial, industrial, manufacturing and small business accounts and is one of the largest independent energy providers in the Northeast.

KEY PERSONNEL

| | |
|------------------|--|
| Mark Roberts | Some of the individuals that would work with you Managing Director, Natural Gas Sales & Marketing |
| Claude Peyrot | Director, Natural Gas Mid-Market Sales |
| David Pickens | Director, Natural Gas Commercial & Industrial Sales |
| Kevin Piotrowski | Manager, Natural Gas Desk Sales |

SINCE 1870. Sprague provides customers with a complete menu of asset-based energy products and services. We deliver ~50 billion cubic feet of natural gas to over 5,000 accounts located behind 40 utilities in 10 states. We also own and/or operate a network of 15 refined products and materials handling terminals with a combined storage capacity of ~350 million gallons.



With headquarters and back-office resources in Portsmouth, New Hampshire, Sprague is focused on the Northeast and Mid-Atlantic natural gas markets. Sprague pools supply from all major producing areas, combining reliable delivery with cost effective purchasing, risk and asset management programs.

“We are thrilled with the chance for our members to work with Sprague. It will provide them an opportunity to lock in historic low prices for a long period of time – providing budget certainty and also guaranteed low energy rates.”

— GREG DUGAL, MAINE INNKEEPERS ASSOCIATION



Full-Suite of Offerings

Providing natural gas products and services since 1994

Sales of 50 billion cubic feet annually

Operations in 10 states behind 40 utilities across 15 interstate pipelines

Flexible programs to allow for fuel source switching

Online account access, 24 hours a day, 7 days a week

Customized products and services including firm and swing pricing, structured options, daily cash market, load-following supplies and storage-optimization options

Proprietary industry information made available to help make improved purchasing decisions

Back Office Depth

Fully integrated in-house support structure

Physical Traders provide short and long term gas purchasing, short and long term gas sales, daily balancing and transportation capacity optimization

Financial Traders develop financial products and fixed priced services

Transportation Schedulers nominate, track and confirm all volumetric and balancing transactions on the interstate pipelines

Operation Schedulers nominate, track and confirm all volumetric and balancing transactions on the utility systems

Risk Management monitor all transactions and clear financial and physical agreements with all counter parties

Customer Care handle customer needs with seasoned energy service professionals

Over 50 natural gas employees with extensive back-office experience, dedicated to optimizing your natural gas assets - delivering quality products and services when and where you need them

