

Natural Gas Offer Comparison Checklist

Below are important pricing terms to review when comparing offers from natural gas suppliers. All of these charges are associated with natural gas supply. Make sure the supplier specifically explains whether each charge is included in your natural gas supply price quote. If not, ask for a price quote that includes each of these charges so you can compare “apples to apples”.

Description		Charges Clearly Identified In FPLES Price Quotes		Does Your Price Quote From Other Suppliers Include These Charges?
Balancing	A charge associated with equalizing gas supplies to the local gas distribution company with gas consumed at the customer’s meter. Supplies must be balanced within a threshold specified by the local gas utility or penalties can be applied.	✓	NO BALANCING CHARGES FPLES will be responsible for balancing and imbalance charges.	?
Alert Day Charges	A charge for a customer’s daily imbalance on days in which a utility and/or the interstate pipeline declare a tight balancing tolerance threshold for operational purposes. Usage outside these tolerances can result in significant Alert Day penalties.	✓	NO HIDDEN ALERT DAY CHARGES Alert Day conditions vary by local distribution company, so FPLES will clearly specify Alert Day obligations associated with each local distribution company.	?
Customer Usage Forecasting	Some gas marketers require customers to provide monthly consumption estimates with daily updates if the usage will deviate from the monthly estimates. If the actual usage deviates from the estimate, the customer may be assessed an extra charge.	✓	NO USAGE VARIANCE CHARGES FPLES places no requirements on customers to provide consumption estimates. FPLES may ask for usage estimates but does not hold customers responsible for estimate variances.	?
Swing Provisions	Some gas marketers charge the contract price for volumes within a set tolerance (i.e. 5-10%) of a monthly volume forecast as provided by the customer. However, additional charges may be incurred for usage outside the tolerance band.	✓	NO HIDDEN SWING PROVISION CHARGES FPLES does not impose swing provisions for standard contracts. If a customer requests a swing provision, it will be clearly identified in the FPLES price quote.	?

Let FPL Energy Services customize your no-cost, no-obligation natural gas price quote today.

A natural gas consultant will be assigned to personally evaluate your current natural gas terms, free of charge, and show you how FPLES can make a visible difference in your natural gas supply services.

Call us today at 1-877-375-4674 or visit us at [FPLES.com/naturalgas](https://www.fples.com/naturalgas)

Also, ask about our Energy Efficiency and Commercial Lighting Solutions

Natural Gas Supply Services

Your business partner in natural gas management

FPL Energy Services, Inc. (FPLES), founded in 1998, is a financially stable, locally owned and operated natural gas supplier, providing reliable delivery of natural gas, sophisticated industry analysis, and custom consulting services to businesses throughout Florida. We have locations across the state, from Jacksonville to Tampa to Miami, and a devoted team of industry experts with more than 100 years of combined natural gas experience. With customer service at the core of everything we do, we provide natural gas supply at competitive rates, flexible pricing options, and accurate billing.

FPL Energy Services Advantage:

- » **Outstanding Customer Service:** We're committed to making business with us fast, easy, and hassle-free. We manage the administrative details so you can concentrate on running your business.
- » **Industry Expertise:** As a FPLES customer, you will be assigned an experienced natural gas consultant, many with more than 10 years of industry experience, to personally assist you with all your natural gas needs.
- » **Competitive Pricing:** Competitive prices and pricing plans are customized to meet the specific needs of each customer.
- » **Accurate Billing:** Over 99.9% billing accuracy provides peace of mind and confidence.
- » **Flexible Pricing:** Customized fixed and variable pricing plans are available to help business owners control their natural gas bills.
- » **No Hidden Costs:** No balancing charges and no switch-over fees; FPLES customers know exactly what they're being charged.

Focusing on Your Business

Any company can sell you natural gas from a remote location, but at FPLES, our goal is to get to know your business and support your individual needs. With a strong focus on personal relationships, every member of the FPLES team knows that signing a contract is just the first step towards earning your business and trust. With locations in every major Florida city, your FPLES natural gas consultant will always be available to provide your business with personal attention, outstanding customer service, and customized guidance that makes managing your natural gas convenient and efficient. And, with dedicated customer service professionals on staff to answer your calls, FPLES’ personal service is just a phone call away.

Understanding Your Natural Gas Needs

Through our experience and deep understanding of today’s natural gas market, we help our customers implement custom strategies that keep pace with their industry’s changing demands. Our expertise includes serving organizations across all sectors such as:

- » Condominiums
- » Dry Cleaners & Laundry Facilities
- » Government Facilities
- » Hospitals
- » Hotels
- » Manufacturers
- » Restaurants
- » Schools & Universities

FPLES is committed to offering your business the most cost-effective strategies for managing your natural gas demands.

An Experienced Supplier You Can Trust

Each FPLES customer has unique needs, but they all share a common interest – a natural gas supplier they can count on for the long term, throughout the economy’s ups and downs. As a NextEra Energy company, our financial backing is solid.

With 20 years of experience in the natural gas industry, FPLES understands the nuances of the Florida market. We have the experience, expertise and resources to meet your company’s natural gas needs now and in the long run.

FPLES provides competitive prices, accurate billing, flexible payment options, and friendly, reliable customer service.

We Provide

- » Free analysis of your current gas costs to uncover potential savings
- » Clear and straightforward billing
- » Ongoing gas market review and analysis to ensure optimum cost control for all of your facilities
- » Immediate response to your needs
- » Long-term partnerships

Did You Know?

- » FPLES is an affiliate of the NextEra Energy family of companies, the leader in renewable energy and #1 ranked “Most Admired Company” among electric and gas utilities by Fortune magazine for the 12th time in 13 years.
- » NextEra Energy in 2017 was ranked as the top “green utility” in the United States and No. 2 in the world based on carbon emissions and renewable energy capacity, according to the latest annual report from EI Energy Intelligence.
- » The core company of NextEra Energy, Inc., Florida Power & Light Company, is one of the largest utilities in the U.S., a national leader in energy efficiency and the winner of the 2018 ReliabilityOne™ National Reliability Excellence Award by PA Consulting Group, Inc.



By focusing on our customers’ needs, we’ve helped Florida businesses successfully adopt strategies for controlling their natural gas costs, maximizing their operational efficiency, and mitigating financial risk.

Pricing Expertise

Our experts in gas operations and analytics work together studying the rapid changes of the gas market every day to procure a reliable and low-cost supply for each of our customers. And, because the gas market can be very volatile, FPLES offers flexible pricing options to meet the changing market conditions.

Comparing prices can be confusing because many charges have interchangeable names or no exact industry standard. At FPLES, our natural gas consultants are available free of charge, to personally help you understand what your current or new contract includes and assist you in comparing all offers.

Let FPLES customize your no-cost, no-obligation natural gas price quote today.

Competitive and Flexible Pricing Options

There are two main types of natural gas pricing structures:

Index/Floating Price – High Price Variability

- » Price varies monthly based on a standard commodity price index.
- » A stable transportation adder is added to the commodity index.
- » Allows you to participate and achieve maximum savings from gas market declines.
- » Allows you the opportunity to lock into a fixed price when the market dips to a favorable level.
- » Requires budget flexibility to take advantage of this option.

Fixed Price – Low Price Variability

- » Provides greater control of your energy budget. Allows you to “lock-in” up to 90% of your forecasted usage, for up to 36 months, with the remainder of your usage to float with market-based pricing.
- » Provides stability and security regardless of weather and volatility of commodity financial markets.
- » Allows you to budget the percentage of your gas bill you fixed with certainty.
- » Usage above your contracted amount is priced at index.