

# Firm sales service



Firm sales service allows your organization to have greater price certainty, added reliability, superior customer service and improved risk mitigation in your energy procurement strategy.

Consider a discussion with your risk management team about the benefits of sales service from We Energies.

Our goal is to provide you with a reliable supply of natural gas at the best possible price. We use purchasing and financial instruments to help limit volatility and manage price and risk.

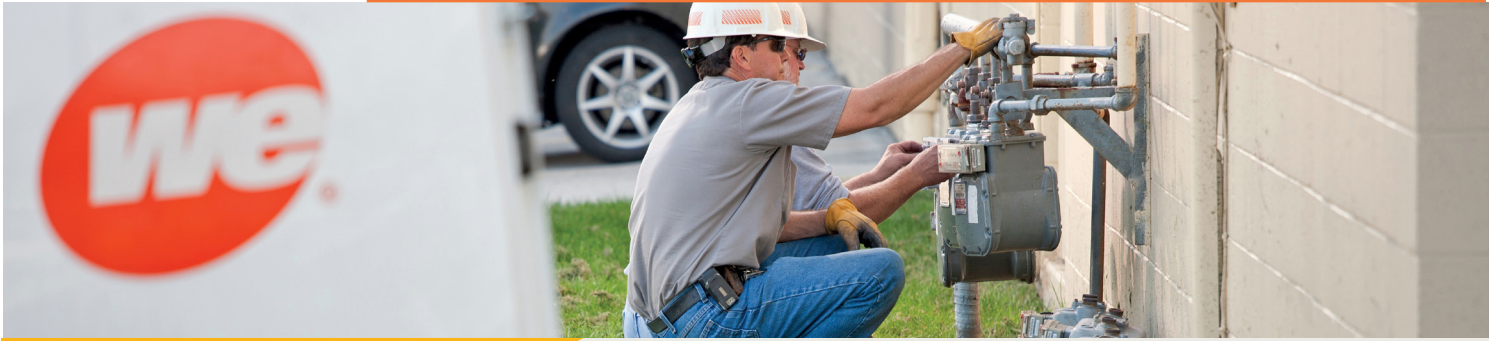
Sales service from We Energies provides your business with a certain and reliable approach to meeting your energy needs. Under sales service, we provide the entire natural gas supply package - on demand and around the clock - including:

- Purchasing the commodity
- Delivering it from production fields to Wisconsin
- Distributing it from our system to your business
- Providing a single bill for all services

Firm Sales Service →



→ Your business



## Firm sales service benefits

Within the sales service rates, you can choose to be a firm or interruptible customer. Interruptible sales service benefits are similar to firm sales service. Interruptible customers pay a lower rate but may be subject to interruption due to weather or constraints.

- ✓ Guaranteed natural gas supply independent of weather or constraints\*
- ✓ No added fees or markups on commodity, which is under firm contracts with suppliers
- ✓ Improved resiliency, access to multiple pipeline supplies allowing for many paths from the wellhead to you so an unexpected shutdown on any one path is unlikely to affect your service
- ✓ One bill for distribution and commodity costs
- ✓ Regulation by the Public Service Commission of Wisconsin

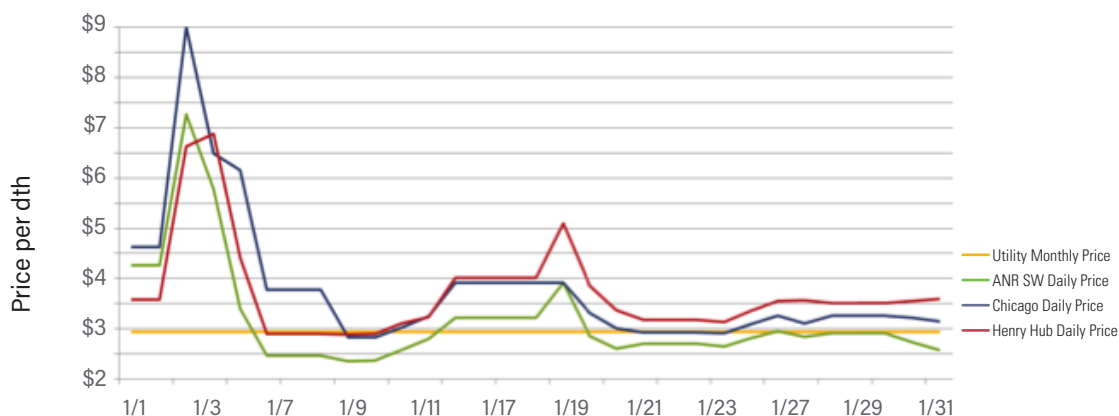
\* No company can guarantee items caused by force majeure or acts of nature.

## Transportation service considerations

Under transportation service, we only provide the distribution of natural gas within our service area. You arrange for the purchase and delivery.

- ✓ You are responsible for entering into contract with a supplier or marketer to purchase and deliver natural gas.
- ✓ Commodity costs may vary substantially from month to month based on the contract.
- ✓ Multiple companies provide different aspects of service, resulting in multiple bills for purchasing, delivery and distribution.
- ✓ Curtailment potential is greater due to demand, contractual obligations or unforeseen events based on contract.
- ✓ You could face higher natural gas costs and penalties during constraint periods.
- ✗ Service is not regulated by the Public Service Commission of Wisconsin.

Daily price verses utility monthly price for January 2018



Daily natural gas prices can fluctuate widely due to supply and demand factors, but We Energies sales service customers pay the same amount throughout the month.