

Natural Gas Purchasing Workshop

Introduction

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Does this Sound Familiar ?

How can I budget for my fuel costs with natural gas prices moving all the time?

Does this Sound Familiar ?

We have a person (in house) that has been in charge of buying all our utilities (for all our buildings, etc.) for years. She has a contact at the gas company and gets us a good deal.

Does this Sound Familiar ?

We go out for bid on a natural gas fuel contract once a year (every Fall) in order to get a competitive price.

Gas Customer Profiles

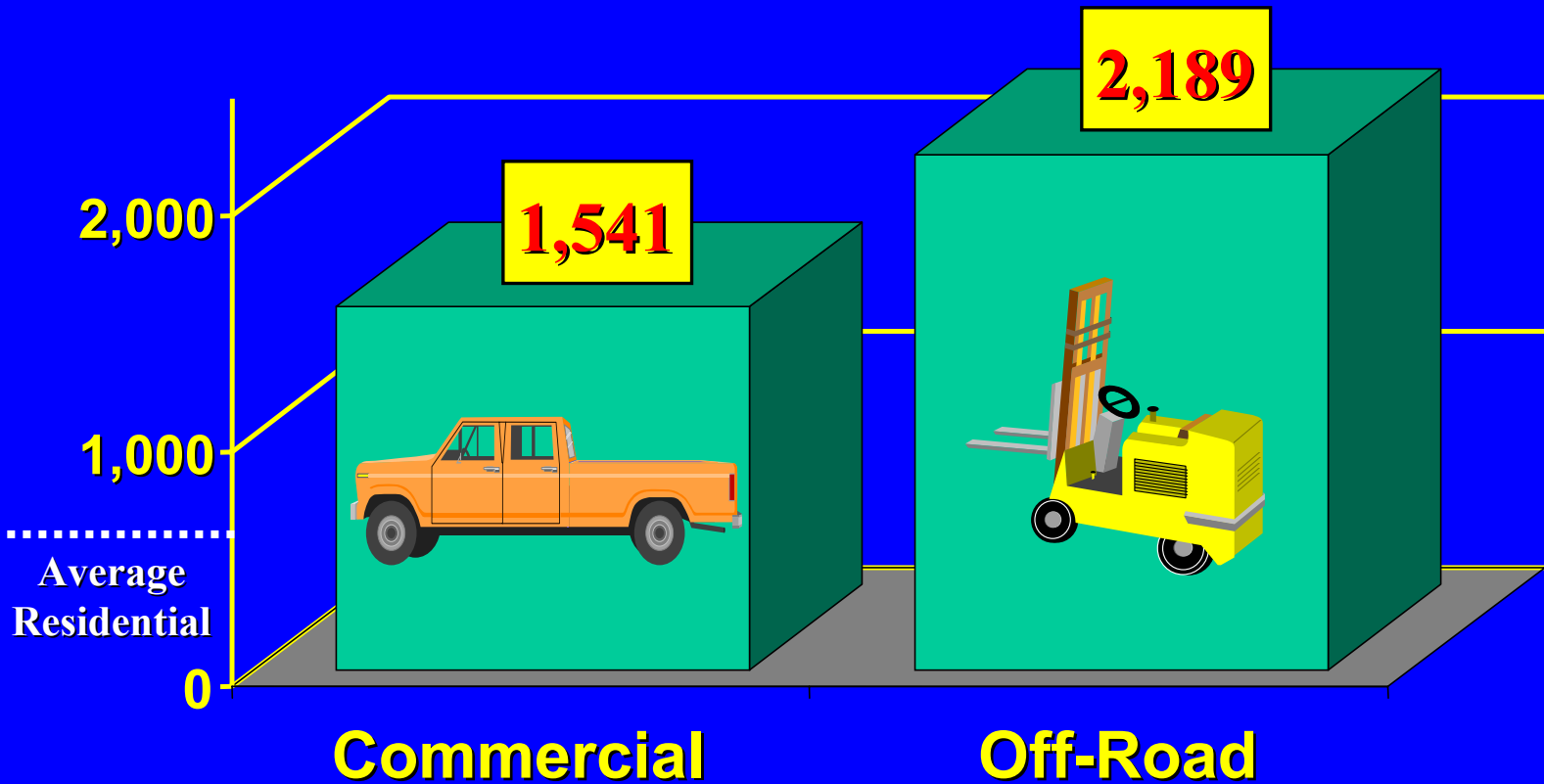


Commercial Vehicles

Transit Buses



Annual Therms Per Vehicle



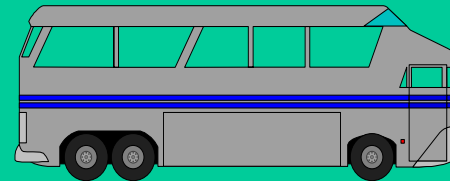
Annual Therms Per Vehicle

5,350



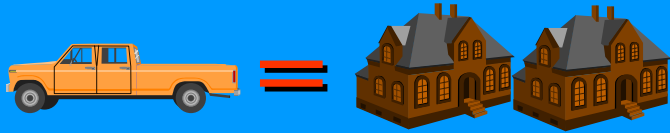
Taxi Cab

26,626



Transit Bus

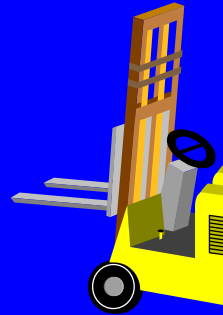
Gas Load per Vehicle



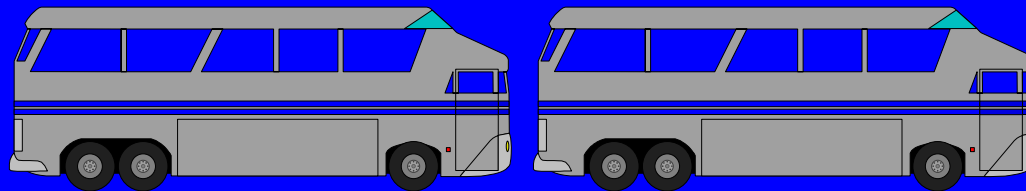
Commercial Gas Loads

---- 96,000 customers surveyed ---

➡ 48,000 are small
(1400 therms/yr)



➡ only 4,100 are considered large
(using around 50,000 therms/yr)



Gas Loads

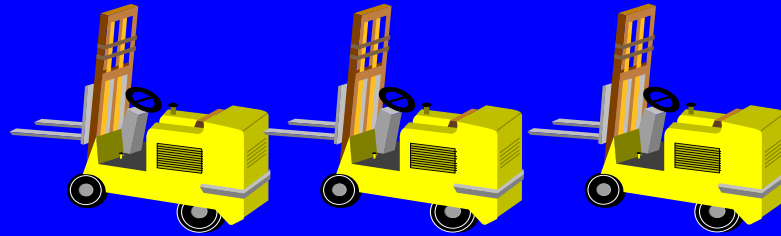


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(5,927 thm/yr)



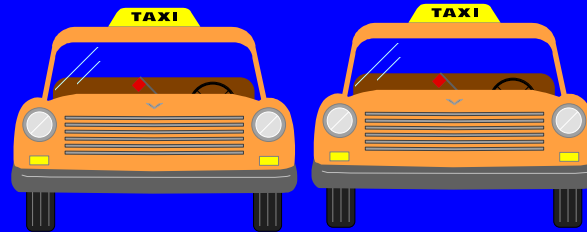
-or-



WAL★MART

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(10,554 thm/yr)



Gas Loads

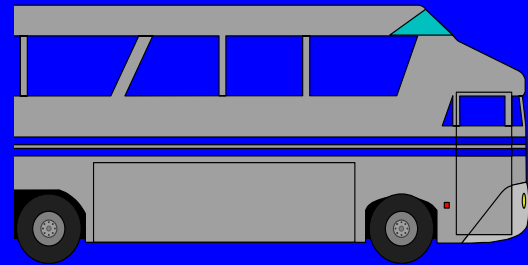


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(16,389 thm/yr)

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Gas Load Factors

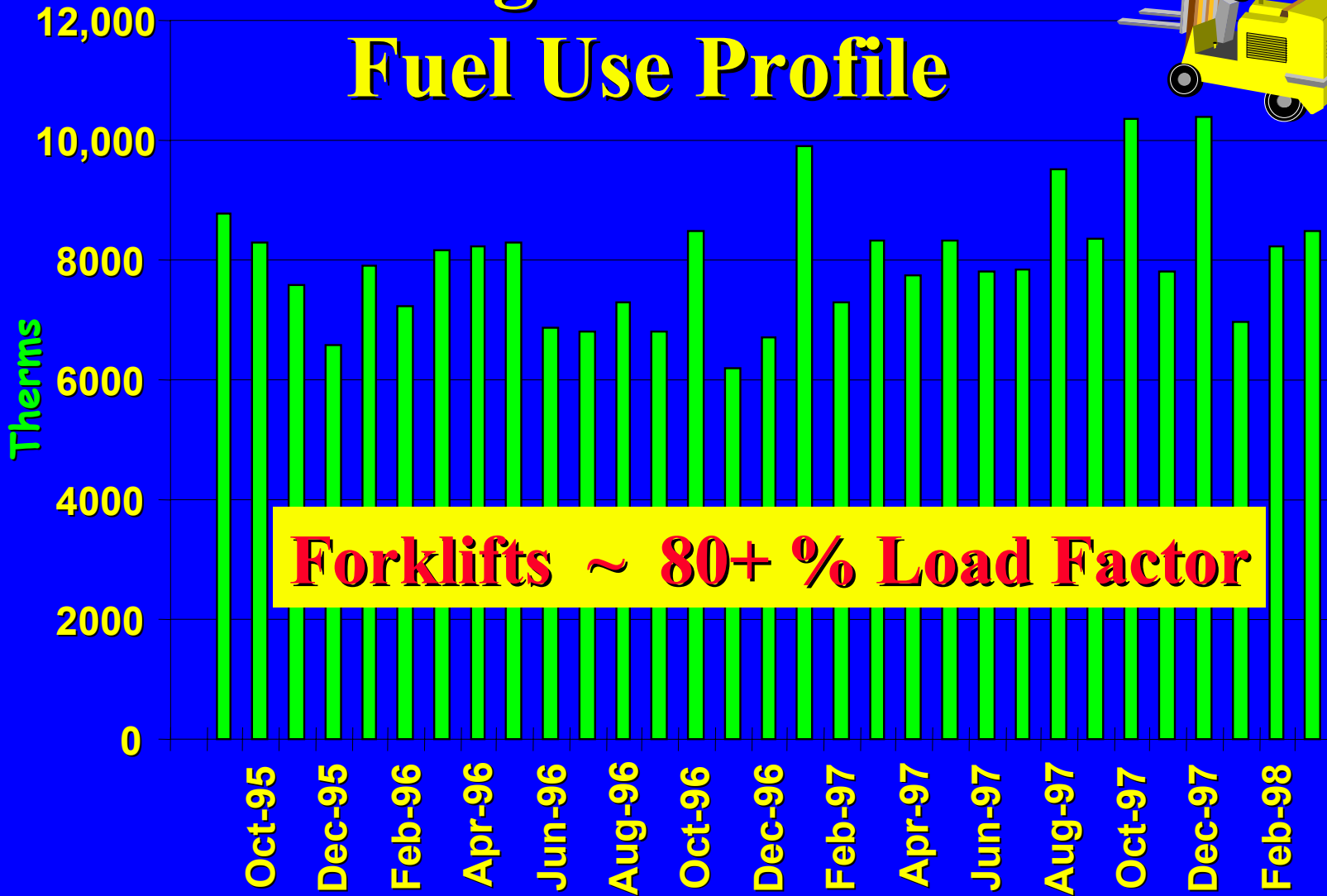
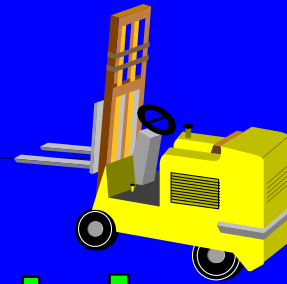


WAL★MART

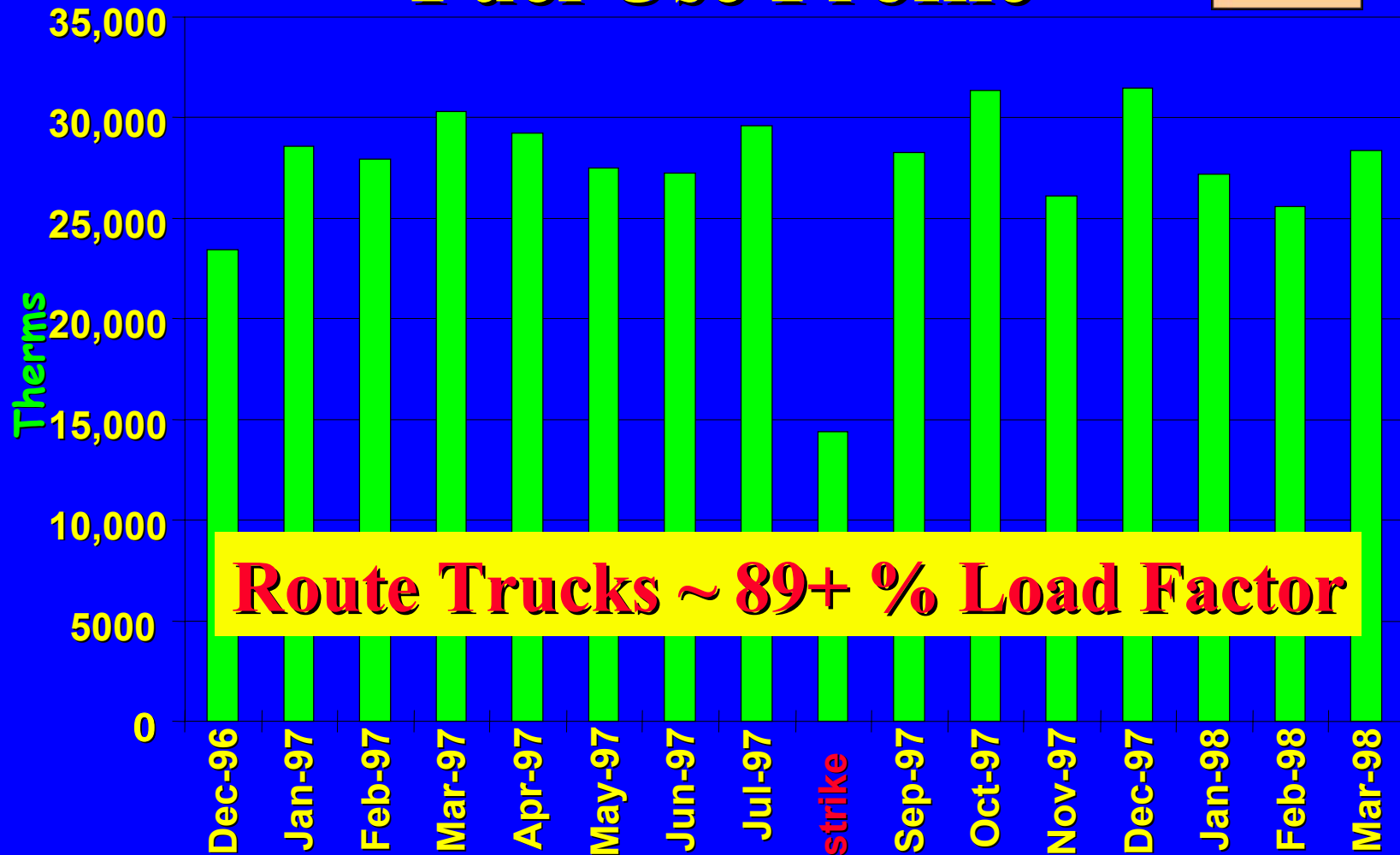
Good Plywood Customer ??



Carriage Distribution Fuel Use Profile

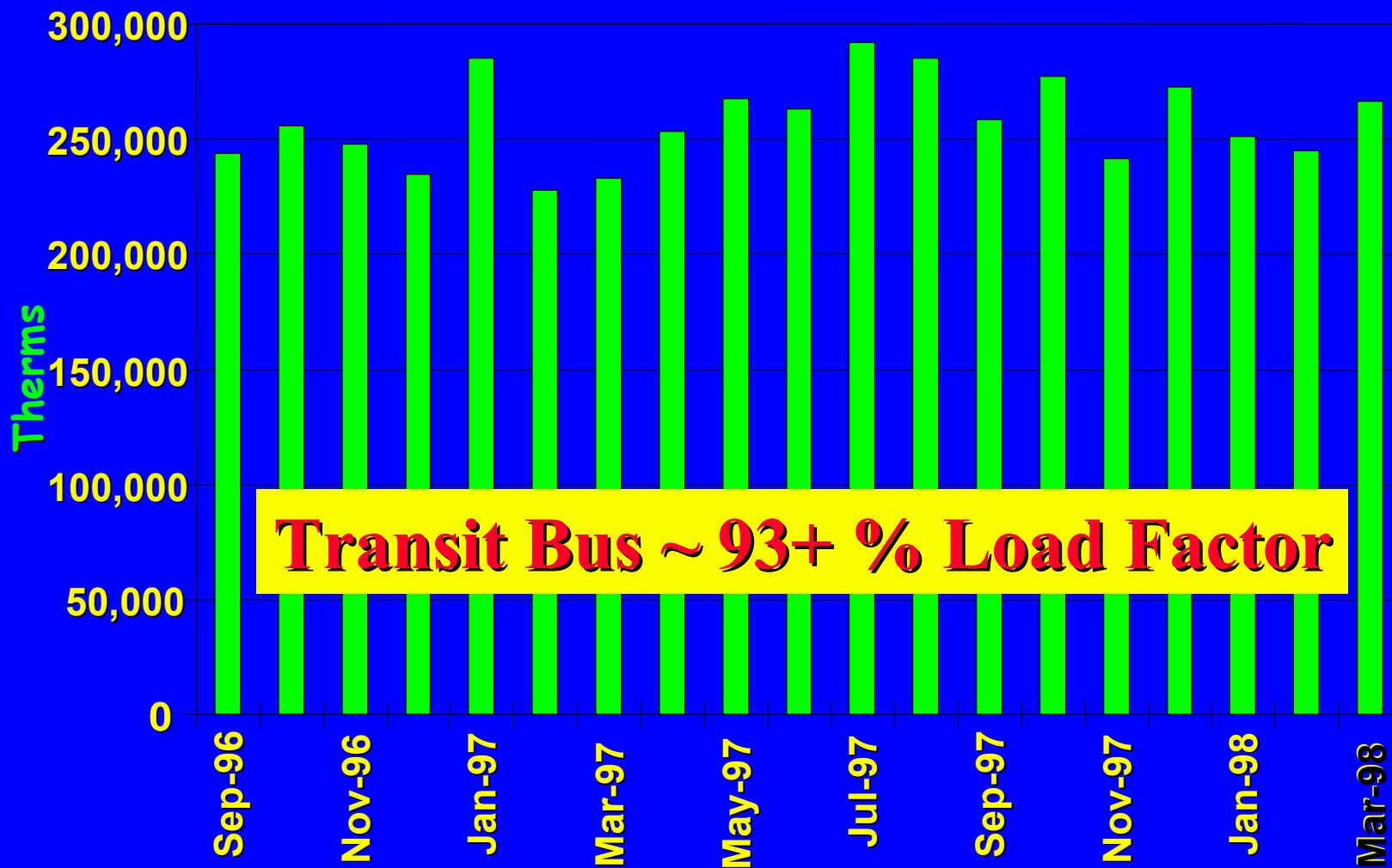


United Parcel Service Fuel Use Profile





Fuel Use Profile





A-List – Transit Buses

**Get in the Driver's Seat with
your natural gas purchasing !!**

Workshop Goals

- ✓ **Learn how to ask the right questions**
- ✓ **Get some help ...
(put your team together)**
- ✓ **Get the authority to be flexible and get the best deal!**