

Sample Gas Client Pricing Summary



Current				
Supplier	Term	Contract Price \$/Dth	EDC Switch Deadline	Estimated Annual Costs
Supplier B	20	\$2.750	50,643,265	\$50,182,000

Provides direct insights on cost impacts

Compare current and new contract prices. Trane uses recent energy usage and contract information to establish a quick-view look at the impact of the energy sourcing effort on your energy pricing

Natural Gas RFP Summary

Client Name: Plastic Plastics
Address: Columbus OH
LDC: Columbia Gas of Ohio
of Accounts: 4

Current						
Supplier	Term	Contract Price \$/Dth	Estimated Annual Usage (Dth)	Estimated Annual Costs	Estimated Annual Change	Term-over-Term % Change
Supplier B	36	\$2.686	18,248	\$49,014	(\$1,168)	-2%

Saves you money because suppliers compete to give you the best price*

In over 20 years of deregulated energy supply consulting, Trane has built relationships with over 400 energy suppliers across the country. Trane vets qualified energy suppliers so top suppliers in your local market are competing for your business.

Supplier	Term (Months)	Fixed Price Offer	GTS Basis	Swing Tolerance %	Swing Tolerance %	Notes
Supplier A	12	2.904	0.289	100%	N/A	COH GTS pricing is in Dth at the citygate, 100% Swing with dual billing, credit approved with Net 15 payment terms. COH Choice pricing is in Mcf at the burnertip, 100% Swing with utility consolidated billing, credit approved.
	24	2.897	0.298	100%	N/A	
	36	2.870	0.305	100%	N/A	
Supplier B	12	2.883	0.252	100%	N/A	COH GTS pricing is in Dth at the citygate, 100% Swing with dual billing, credit pending. COH Choice pricing is in Mcf at the burnertip, 100% Swing with utility consolidated billing, credit approved.
	24	2.874	0.253	100%	N/A	
	36	2.839	0.245	100%	N/A	
Supplier C	12	2.721	0.090	100%	N/A	COH GTS pricing is in Dth at the citygate, 100% Swing with dual billing, credit pending. COH Choice pricing is in Mcf at the burnertip, 100% Swing with utility consolidated billing, credit approved.
	24	2.710	0.098	100%	N/A	
	36	2.686	0.104	100%	N/A	
Supplier D	12	2.810	0.19	100%	N/A	COH GTS pricing is in Dth at the citygate, 100% Swing with dual billing, credit pending. COH Choice pricing has been adjusted to Mcf at the burnertip, 100% Swing with utility consolidated billing, credit approved.
	24	2.800	0.19	100%	N/A	
	36	2.770	0.19	100%	N/A	
Supplier E	12	2.850	0.200	100%	N/A	COH GTS pricing is in Dth at the citygate, 100% Swing with dual billing, credit pending. COH Choice pricing is in Mcf at the burnertip, 100% Swing with utility consolidated billing, credit approved.
	24	2.880	0.240	100%	N/A	
	36	No Offer	No Offer	100%	N/A	



*All offers contained in this Request For Proposal will be subject to variations in market conditions. Actual pricing is subject to change at time of execution.

Specific recommendations and market analysis:

Now is an opportune time to extend basis coverage and take potential price increases off the table for the Nov20 – Oct21 term.

Due to the impacts of the COVID-19 pandemic, the Energy Information Administration is projecting that natural gas production will decline an estimated 9.5 Bcf per day, or nearly ten percent, by the end of 2020. This expected decline in output will put pressure on wholesale basis prices in the back half of 2020 and into 2021, before production is expected to start increasing again. Many basis points across the Appalachian region such as TCO, have seen little movement for the Nov20 – Oct21 basis strips, while Dominion has seen a decline of approximately \$0.10 per MMBtu since the beginning of March. With production declines already being seen, securing basis for the Nov20 – Oct21 strip will eliminate any price risk that could come about from further declines later in 2020 or impacts from weather, such as forecasts for a cold winter or an early start to the heating season.

Time-saving spreadsheet allows you to quickly compare pricing and contract options

Trane evaluates all available product, pricing and contract options to find what's best for your business.

Adapt to an ever-changing energy market

Trane market analysis monitors current local energy market conditions to make a strategic term recommendation based off of your business operations and energy price.

Provides a tailored recommendation

Trane identifies suppliers for each location, whether one or many. Trane makes a strategic term and product recommendation based off of your business operations and market conditions, allowing you to get the most optimal deal tailored for your needs.



Trane – by Trane Technologies (NYSE: TT), a global climate innovator – creates comfortable, energy efficient indoor environments through a broad portfolio of heating, ventilating and air conditioning systems and controls, services, parts and supply. For more information, please visit trane.com or tranetechnologies.com.

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