

Dick Bordwell



168 Long Bay Drive
Laconia, NH 03246

June 10, 2025

Thank you once again for giving me the opportunity to provide you with a proposal for providing fuel products to the residents of South Down Shores and Long Bay Association for this coming season; I hereby propose the following;

PRICING

Assumptions

The following pricing for **Propane** assumes a purchase price of a fair market price for the tanks, regulators, meters, and piping from current providers. This reflects our assessment of its value based on age and condition of the tanks. We will be doing cathodic protection testing on all of the underground tanks over the initial term of the supply agreement and will put a program in place to upgrade the cathodic protection or replace tanks as required over the 5-year term of our new supply agreement. In the case where there is an accessible above-ground propane tank, we will install our own and remove the current supplier's tank to be picked up. Our pricing has been based on current volumes and future accounts within your communities.

Cost Plus (Daily Pricing-Not Fixed)

We will supply **Propane** at a fixed mark-up of \$0.4750 per gallon over our District Landed Cost (wholesale). As of June 10, 2024, the District Landed Cost was \$1.2210 which means your price today would be **\$1.6916** delivered. We would also offer a prompt pay discount of \$.03 per gallon if invoices are paid within 15 days of delivery. This prompt pay discount would not apply to any pre-paid fixed or budget fixed price agreements.

We will provide **#2 heating Oil** at a fixed mark-up of \$.3650 per gallon over our District Landed Cost (wholesale). As of June 10, 2024, the District Landed Cost was \$2.4190 which means your price today would be **\$2.7840** delivered. The \$.03 prompt pay discount would also be in effect and would not apply to any pre-paid fixed or budget fixed price agreements.

Fixed Price (Locked in through 5/31/26)

As of the market close on June 10, 2025, a fixed price for **Propane** would be **\$1.689** per gallon. This price is subject to change daily until a signed Fixed Price Agreement is received. This pricing would be in effect thru May 31, 2026, for the contracted number of gallons. **The prompt pay discount of \$.03 per gallon would also apply to purchases made under a fixed price agreement other than pre-paid fixed or budget fixed.**

As of the market close on June 10, 2025, a fixed price for **#2 Heating Oil** would be at **\$2.799** per gallon. This price is subject to change until a Fixed Price Agreement has been received. The pricing would be in effect thru May 31, 2026, for the contracted number of gallons. **The prompt pay discount of \$.03 per gallon would also apply to purchases made under a fixed price agreement other than pre-paid fixed or budget fixed.**

***** FIXED PRICING QUOTED ABOVE IN EFFECT UNTIL JUNE 24, 2025 -MARKET PRICES WILL BE EVALUATED AFTER THAT DATE FOR FUTURE FIXED PRICE AGREEMENTS***PRICING WILL BE UPDATED AND REFRESHED BI-WEEKLY*****

Pre-paid Fixed

For any owner that wished to enter into a pre-paid fixed price agreement the price would be **-\$0.05 on Propane** and **-\$0.03 on Heating Oil** less than the fixed price agreement signed on behalf of the homeowner. The agreement would be for a specific number of gallons.

Budget Fixed

For any owner that wished to enter into a budget fixed price agreement, the price would be \$0.03 less than the fixed price. An owner would have to sign a separate fixed budget agreement for a specific amount of gallons and would have 11 equal monthly payments beginning June 15 thru April 15 of 2026 .We would pay 2% annual interest on any monthly credit balances on a budget agreement.

SERVICE and SERVICE PLANS

We offer 24/7 service with technicians dispatched from our Bristol, NH office. We also offer service plans on boilers and furnaces, subject to passing an inspection. An inspection would be done at the time of a scheduled annual tune-up on the homeowner's system(s). We offer \$50 off either plan to homeowners . We do not service K1 Monitor of Toyotomi systems.

AGREEMENTS

As in the past, we will need a 5-year Supply Agreement and zero-dollar Equipment Lease signed on behalf of each homeowner (for UG propane tanks only).

We will perform a safety inspection, free of charge, on all units to ensure that all propane systems are up to current gas codes. Any compliance work needed to bring any of the individual systems up to code would be the responsibility of the homeowner.

Dead River Company is one of the largest petroleum marketers in the Northeast and has been owned and operated by the same family since 1907. We have a fully staffed service department and delivery fleet on-call 24/7 to service your energy needs. Our nearest offices are in Bristol and Franklin, and we have customer service representatives available by phone in Plymouth, Bristol and Franklin, NH.

I am pleased with the relationship that we have built within the South Down and Long Bay communities and look forward to continuing doing business with our current and future customers.

Once again, thank you for the opportunity to be of service. If you have any questions, please don't hesitate to contact me at 603-481-1407 (cell).

Sincerely,

Bill

Bill Karkheck
Commercial Energy Advisor
bill.karkheck@deadriver.com

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1-800-323-2353 www.deadriver.com