

Ferrellgas Proposal



- Install Ferrellgas leased equipment at no cost.
 - Schedule regular deliveries to all locations to ensure customer will not run out of propane.
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Ferrellgas Safety

- Ferrellgas is the industry leader in developing and implementing effective safety programs.
 - Ferrellgas will provide the Goshute Tribe Reservation with any required Department of Transportation (DOT) and propane-related Occupational Safety and Health Administration (OSHA) regulated signs and placards.
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Ferrellgas Company Information

- Ferrellgas Partners, L.P. (Ferrellgas) is a publicly traded master limited partnership formed in 1994.
 - Founded in 1939, Ferrellgas serves the U.S. natural gas liquids industry's retail, wholesale, storage, transportation, and petrochemical needs.
 - Headquartered near Kansas City, Missouri, Ferrellgas distributes propane gas to more than 1 million retail Customers throughout the country.
 - In December 1999, Ferrellgas acquired Thermogas, making Ferrellgas one of the nation's two largest retail marketers of propane.
 - Ferrellgas has more than 5,000 employees, operating from 604 retail outlets, supporting the company's Customers with a fleet of more than 4,000 vehicles.
 - During fiscal year 2002, Ferrellgas sold more than 831 million gallons of propane.
 - Ferrellgas also markets natural gas liquids through its supply and risk-management operation, Ferrell North America (FNA) in Overland Park, Kansas
 - FNA manages a transportation fleet consisting of 231 transport trucks and 222 rail cars.
 - Ferrellgas gives back with our Charity Bobtails. Our San Diego Service Center has a special delivery truck that recognizes and benefits the men and women serving in America's military. This special bobtail delivery truck serves the San Diego area and raises funds with every gallon delivered for the benefit of the Navy Wives' Food Locker, a charity that provides food pantry-like services to the families of deployed service men and women in the area. Go to Ferrellgas.com and see what other great charities our company supports nationwide.
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Ferrellgas Services

- Usage reports accessible upon request.
- We provide seven-day-a-week delivery and 24-hour-a-day emergency service. Service fees and other charges may apply depending on the nature of the service issue.
- Partnership with sister company **Blue Rhino!**
- Easy to read delivery tickets printed at time of delivery with copies. Copies can be mailed with your monthly invoices to ensure accuracy and ease in billing. Our handheld technology allows us to easily track your gallons.

Pricing:

1. Cost-Plus Agreement

- a. **Tribal Pricing** – your margin would be set at \$0.65 cents per gallon over our NSL, UT Service Centers daily cost. Your price would fluctuate with the wholesale cost of propane as it rises and falls. As of today, 2/5/2018, your price would be \$1.69/gallon.
- b. **Residential Reservation Pricing** – all residents of the reservation will be set at a \$0.80 cent margin over our NSL, UT Service Centers daily cost. Your price would fluctuate with the wholesale cost of propane as it rises and falls. As of today, 2/5/2018, your price would be \$1.84/gallon.

2. Delivery Fees

- a. All accounts under this pricing agreement will be charged the standard \$4.95 Fuel Surcharge and \$7.95 Hazmat fee on all deliveries.

3. Equipment Lease

- a. Ferrellgas will lease all tanks free for the first year. After the first year, the below lease fees will apply.
 - 1. 120 – 250 gallon tank: \$55.00/year per tank
 - 2. 500 – 1000 gallon tank: \$70.00/year per tank.

CONTACT FOR MORE DETAILS

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