

# NATURAL GAS

# BROKERS & AGENTS

## Why Sprague?

RESPECT	140+ YEAR TRADITION	placing customers first in a friendly and responsive manner
VALUE		providing competitively-priced and creatively-developed products
KNOWLEDGE		sharing our vast knowledge in energy commodities
INNOVATION		helping customers stay ahead of the curve in a volatile market

Sprague's brokers and agents **immediately benefit** from our extensive expertise in the natural gas markets. Sprague embraces the ability to work with partners and expand our service territory. We **proactively support** third-party representatives in the field with market insights, pricing tools, sales collateral and training. Our partners are an important extension of our company.



# NATURAL

# GAS



## BROKER BENEFITS

*We help partners  
provide excellent service to  
their customers*

### **EXTENSIVE TRAINING**

Comprehensive natural gas market and product training courses, including indepth initial training as well as on-going support on an as-needed basis

### **DEDICATED PRICING DESK**

Experienced sales resources to provide third-party representatives with selling support, including contracts, enrollments, collateral, reports and analysis

### **FULL RANGE OF NATURAL GAS PRODUCTS**

Dual Fuel BTU products plus a complete menu of hedging and option offerings including index pricing, fixed forward basis, ceilings, and traditional and accelerated collar products

### **MARKET AND PROCUREMENT INTELLIGENCE**

Access to high-quality, real-time energy market data coupled with support in developing in-depth, customized procurement strategies

### **CUSTOMIZED REPORTS**

Assistance in creating tailored, customized reports to communicate energy program management ideas

### **SpraguePORT**

Customers benefit from online access to contracts, confirmations, reports and invoices

### **OUTSTANDING CUSTOMER CARE**

Your customers will have direct access to our customer care specialists to personally and expeditiously respond to any questions

Since 1870 Sprague has provided commercial and institutional customers a complete menu of asset-based energy products and services. We deliver 50 billion cubic feet of natural gas annually to over 5,000 accounts located behind 40 utilities in 10 states. We also own and/or operate a network of 15 refined products and materials handling terminals.

