



Eckert Seamans Cherin & Mellott, LLC
213 Market Street
8th Floor
Harrisburg, PA 17101

TEL 717 237 6000
FAX 717 237 6019
www.eckertseamans.com

Sarah C. Stoner
717.237.6026
sstoner@eckertseamans.com

June 5, 2013

Via Hand Delivery

Rosemary Chiavetta, Secretary
PA Public Utility Commission
PO Box 3265
Harrisburg, PA 17105-3265

Re: Application of Hess Energy Marketing, LLC for an EGS License;
Docket No. A-2013-XXXXXXX

Dear Secretary Chiavetta:

Enclosed for filing is the original and one copy of the Application of Hess Energy Marketing, LLC for approval to offer, render, furnish, or supply electricity or electric generation services as a marketer and supplier to the public in the Commonwealth of Pennsylvania along with a check in the amount of \$350 for the filing fee. Also enclosed is a CD-ROM containing the application.

Sincerely,

A handwritten signature in cursive script, appearing to read 'Sarah C. Stoner'.

Sarah C. Stoner

SCS/
Enclosure

cc: Certificate of Service w/enc.
Jay Kooper w/enc.

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BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Hess Energy Marketing, LLC for approval to offer, render, furnish, or supply electricity or electric generation services as a Marketer and Supplier to the public in the Commonwealth of Pennsylvania (Pennsylvania).

To the Pennsylvania Public Utility Commission:

1. IDENTIFICATION AND CONTACT INFORMATION

- a. **IDENTITY OF THE APPLICANT:** Provide name (including any fictitious name or d/b/a), primary address, web address, and telephone number of Applicant:

Hess Energy Marketing, LLC
One Hess Plaza
Woodbridge, NJ 07095
Tel: (732) 750-7048
Web: <https://www.hessenergy.com/hsbs/hsbshome.aspx>

- b. **PENNSYLVANIA ADDRESS / REGISTERED AGENT:** If the Applicant maintains a primary address outside of Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's secondary office within Pennsylvania. If the Applicant does not maintain a physical location within Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's Registered Agent within Pennsylvania.

Joseph Wright
Sales Manager – Eastern PA/Western NJ
Hess Energy Marketing, LLC
985 Berkshire Boulevard
Suite 201
Wyomissing, PA 19609

- c. **REGULATORY CONTACT:** Provide the name, title, address, telephone number, fax number, and e-mail address of the person to whom questions about this Application should be addressed.

Jay L. Kooper
Director of Regulatory Affairs
Hess Energy Marketing, LLC
One Hess Plaza
Woodbridge, NJ 07095
Tel: (732) 750-7048
Fax: (732) 750-6670
E-Mail: jkooper@hess.com

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- d. **ATTORNEY:** Provide the name, address, telephone number, fax number, and e-mail address of the Applicant's attorney. If the Applicant is not using an attorney, explicitly state so.

Daniel Clearfield, Esq.
Deanne O'Dell, Esq.
Eckert Seamans Cherin & Mellott, LLC
213 Market Street, 8th Floor
Harrisburg, PA 17101
Tel: (717) 237-3744
Fax: (717) 237-6019
E-Mail Dodell@eckertseamans.com

- e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS:** Provide the name, title, address, telephone number, FAX number, and e-mail of the person and an alternate person responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Electric Distribution Company, the Pennsylvania Public Utility Commission, or other agencies. The main contact's information will be listed on the Commission website list of licensed EGSs.

Main

Joseph Wright
Sales Manager - Eastern/PA/Western NJ
Hess Energy Marketing, LLC
985 Berkshire Boulevard
Wyomissing, PA 19609
Tel: (610) 371-2005
Fax: (610) 371-2006
E-Mail: jpwright@hess.com

Alternate

Jay L. Kooper
Director of Regulatory Affairs
Hess Energy Marketing, LLC
One Hess Plaza
Woodbridge, NJ 07095
Tel: (732) 750-7048
Fax: (732) 750-6670
E-Mail: jkooper@hess.com

2. BUSINESS ENTITY FILINGS AND REGISTRATION

- a. **FICTITIOUS NAME:** (Select appropriate statement and provide supporting documentation as listed.)

The Applicant will be using a fictitious name or doing business as ("d/b/a")

Provide a copy of the Applicant's filing with Pennsylvania's Department of State pursuant to 54 Pa. C.S. §311, Form PA-953.

or

X The Applicant will not be using a fictitious name.

- b. **BUSINESS ENTITY AND DEPARTMENT OF STATE FILINGS:**

(Select appropriate statement and provide supporting documentation. As well, understand that Domestic means being formed within Pennsylvania and foreign means being formed outside Pennsylvania.)

The Applicant is a sole proprietor.

- If the Applicant is located outside the Commonwealth, provide proof of compliance with 15 Pa. C.S. §4124 relating to Department of State filing requirements.

or

The Applicant is a:

- domestic general partnership (*)
- domestic limited partnership (15 Pa. C.S. §8511)
- foreign general or limited partnership (15 Pa. C.S. §4124)
- domestic limited liability partnership (15 Pa. C.S. §8201)
- foreign limited liability general partnership (15 Pa. C.S. §8211)
- foreign limited liability limited partnership (15 Pa. C.S. §8211)

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.

- Give name, d/b/a, and address of partners. If any partner is not an individual, identify the business nature of the partner entity and identify its partners or officers.
- Provide the state in which the business is organized/formed and provide a copy of the Applicant's charter documentation.
- * If a corporate partner in the Applicant's domestic partnership is not domiciled in Pennsylvania, attach a copy of the Applicant's Department of State filing pursuant to 15 Pa. C.S. §4124.

or

The Applicant is a:

- domestic corporation (15 Pa. C.S. §1308)
- foreign corporation (15 Pa. C.S. §4124)
- domestic limited liability company (15 Pa. C.S. §8913)
- foreign limited liability company (15 Pa. C.S. §8981)
- Other (Describe):

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.

See Attachment B

- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.

Applicant is a Delaware Limited Liability Company. A copy of Applicant's Limited Liability Company Agreement is included with Attachment C.

- Give name and address of officers.

Applicant's Officers are: Christopher Baldwin (President), John Schultz (Vice President), Nicholas Brontas (Secretary) and Stuart Steigerwald (Treasurer). A copy of each officer's resume is included with Attachment G. The address for all officers is: One Hess Plaza, Woodbridge, NJ 07095

3. AFFILIATES AND PREDECESSORS

(both in state and out of state)

- a. AFFILIATES:** Give name and address of any affiliate(s) currently doing business and state whether the affiliate(s) are jurisdictional public utilities. If the Applicant does not have any affiliates doing business, explicitly state so. Also, state whether the applicant has any affiliates that are currently applying to do business in Pennsylvania.

Hess Energy Marketing, LLC is a wholly-owned subsidiary of Hess Corporation. Hess Corporation is a Fortune 100 integrated energy company and a licensed electric generation supplier and natural gas supplier currently serving commercial and industrial end-use customers within the Commonwealth of Pennsylvania. Hess Energy Marketing, LLC HEM is affiliated with Hess Small Business Services, LLC ("HSBS"), which is also wholly-owned subsidiary of Hess. HSBS is currently licensed to serve retail electric and natural gas customers in New York, New Jersey, Pennsylvania, Maryland and Ohio.

- b. PREDECESSORS:** Identify the predecessor(s) of the Applicant and provide the name(s) under which the Applicant has operated within the preceding five (5) years, including address, web address, and telephone number, if applicable. If the Applicant does not have any predecessors that have done business, explicitly state so.

Hess Energy Marketing, LLC does not have any corporate predecessors under which it has specifically conducted business within the Commonwealth of Pennsylvania.

4. OPERATIONS

APPLICANT'S PRESENT OPERATIONS: *(select and complete the appropriate statement)*

- The Applicant is presently doing business in Pennsylvania as a
- municipal electric corporation
 - electric cooperative
 - local gas distribution company
 - provider of electric generation, transmission or distribution services
 - Other; Identify the nature of service being rendered.

OR

X The Applicant is not presently doing business in Pennsylvania.

a. APPLICANT'S PROPOSED OPERATIONS: The Applicant proposes to operate as a *(may check multiple)*:

- Generator of electricity
- X Supplier of electricity
- Aggregator engaged in the business of supplying electricity
- X Broker/Marketer engaged in the business of supplying electricity services
- Electric Cooperative and supplier of electric power
- Other (Describe):

Definitions

- Supplier – an entity that sells electricity to end-use customers utilizing the jurisdictional transmission and distribution facilities of an EDC.
- Aggregator - an entity that purchases electric energy and takes title to electric energy as an intermediary for sale to retail customers.
- Broker/Marketer - an entity that acts as an intermediary in the sale and purchase of electric energy but does not take title to electric energy.

b. PROPOSED SERVICES: Describe in detail the electric services or the electric generation services which the Applicant proposes to offer.

Hess Energy Marketing, LLC is proposing to offer a variety of fixed-price, variable-price and hybrid fixed-and-index pricing products specifically targeted to the small, medium-sized and large commercial and industrial customer segments. As with its corporate parent Hess Corporation, Hess Energy Marketing, LLC would provide customers with access to a "green suite" of product offerings including Hess Renewable, Hess Demand Response and Hess C-Neutral.

c. PROPOSED SERVICE AREA: Provide a list of each Electric Distribution Company for which the Applicant proposes to provide service.

**PECO
PPL
Duquesne
Met-Ed/Penelec/Penn Power
Allegheny**

d. **CUSTOMERS:** Applicant proposes to provide services to:

- Residential Customers
- Small Commercial Customers - (25 kW and Under)
- Large Commercial Customers - (Over 25 kW)
- Industrial Customers
- Governmental Customers
- All of above
- Other (Describe):

e. **PROPOSED MARKETING METHOD** (check all that apply)

- Internal – Applicant will use its own internal resources/employees for marketing
- External EGS – Applicant will contract with a PUC **LICENSED EGS** broker/marketer
- Affiliate – Applicant will use a **NON-EGS** affiliate marketing company and or individuals.
- External Third-Party – Applicant will contract with a **NON-EGS** third party marketing company and or individuals
- Other (Describe):

f. **DOOR TO DOOR SALES:** Will the Applicant be implementing door to door sales activities?

- Yes
- No

If yes, will the Applicant be using a Third Party Verification procedure?

- Yes
- No

If yes, describe the Applicant's Third Party Verification procedures.

Not Applicable

g. **START DATE:** Provide the approximate date the Applicant proposes to begin services within the Commonwealth.

As soon as practicable upon receiving approval.

5. COMPLIANCE

a. **CRIMINAL/CIVIL PROCEEDINGS:** State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, has been or is currently the defendant of a criminal or civil proceeding within the last five (5) years.

Identify all such proceedings (active or closed), by name, subject and citation; whether before an administrative body or in a judicial forum. If the Applicant has no proceedings to list, explicitly state such.

There are no such proceedings to list.

b. **SUMMARY:** If applicable; provide a statement as to the resolution or present status of any such proceedings listed above.

Not Applicable

- c. **CUSTOMER/REGULATORY/PROSECUTORY ACTIONS:** Identify all formal or escalated actions or complaints filed with or by a customer, regulatory agency, or prosecutory agency against the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, for the prior five (5) years, including but not limited to customers, Utility Commissions, and Consumer Protection Agencies such as the Offices of Attorney General. If the Applicant has no actions or complaints to list, explicitly state such.

There are no such actions or complaints to list.

- d. **SUMMARY:** If applicable; provide a statement as to the resolution or present status of any actions listed above.

Not Applicable.

6. PROOF OF SERVICE

(Example Certificate of Service is attached at Appendix C)

- a.) **STATUTORY AGENCIES:** Pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14, provide proof of service of a signed and verified Application with attachments on the following:

Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120

Office of the Attorney General
Bureau of Consumer Protection
Strawberry Square, 14th Floor
Harrisburg, PA 17120

Office of the Small Business Advocate
Commerce Building, Suite 1102
300 North Second Street
Harrisburg, PA 17101

Commonwealth of Pennsylvania
Department of Revenue
Bureau of Compliance
Harrisburg, PA 17128-0946

- b.) **EDCs:** Pursuant to Sections 1.57 and 1.58 of the Commission's Regulations, 52 Pa. Code §§1.57 and 1.58, provide Proof of Service of the Application and attachments upon each of the Electric Distribution Companies the Applicant proposed to provide service in. Upon review of the Application, further notice may be required pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14. Contact information for each EDC is as follows.

Allegheny Power:

Legal Department
West Penn Power d/b/a Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

PECO:

Manager Energy Acquisition
PECO Energy Company
2301 Market Street
Philadelphia, PA 19101-8699

Duquesne Light:

Regulatory Affairs
Duquesne Light Company
411 Seventh Street, MD 16-4
Pittsburgh, PA 15219

PPL:

Legal Department
Attn: Paul Russell
PPL
Two North Ninth Street
Allentown, PA 18108-1179

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Met-Ed, Penelec, and Penn Power:

Legal Department
First Energy
2800 Pottsville Pike
Reading PA, 19612

Citizens' Electric Company:

Citizens' Electric Company
Attn: EGS Coordination
1775 Industrial Boulevard
Lewisburg, PA 17837

Wellsboro Electric Company:

Wellsboro Electric Company
Attn: EGS Coordination
33 Austin Street
P. O. Box 138
Wellsboro, PA 16901

UGI:

UGI Utilities, Inc.
Attn: Rates Dept. – Choice Coordinator
2525 N. 12th Street, Suite 360
Post Office Box 12677
Reading, Pa 19612-2677

Pike County Light & Power Company:

Director of Customer Energy Services
Orange and Rockland Company
390 West Route 59
Spring Valley, NY 10977-5300

7. FINANCIAL FITNESS

a. **BONDING:** In accordance with 66 Pa. C.S. Section 2809(c)(1)(i), the Applicant is required to file a bond or other instrument to ensure its financial responsibilities and obligations as an EGS. Therefore, the Applicant is...

X Furnishing the **original** (along with copies) of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$250,000.

See Attachment D.

Furnishing the **original** (along with copies) of another initial security for Commission approval, to ensure financial responsibility.

Filing for a modification to the \$250,000 requirement and furnishing the **original** (along with copies) of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$10,000. Applicant is required to provide information supporting an amount less than \$250,000. Such supporting information must include indication that the Applicant will not take title to electricity and will not pay electricity bills on behalf of its customers. Further details for modification may be described as well.

- *At the conclusion of Applicant's first year of operation it is the intention of the Commission to tie security bonds to a percentage of Applicant's gross receipts resulting from the sale of generated electricity consumed in Pennsylvania. The amount of the security bond will be reviewed and adjusted on an annual basis.*
- *Example version of a bond and letter of credit are attached at Appendix D & E, Applicant's security must follow language from these examples.*
- *Any deviation from these examples must be identified in the application and may not be acceptable to the Commission.*

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b. **FINANCIAL RECORDS, STATEMENTS, AND RATINGS:** Applicant must provide sufficient information to demonstrate financial fitness commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:

- Actual (or proposed) organizational structure including parent, affiliated or subsidiary companies.
- Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)

Copies of the 10Qs and 10Ks for Hess Corporation are available at <http://phx.corporate-ir.net/phoenix.zhtml?c=101801&p=irol-sec>

- Applicant's accounting statements, including balance sheet and income statements for the past two years.
- Evidence of Applicant's credit rating. Applicant may provide a copy of its Dun and Bradstreet Credit Report and Robert Morris and Associates financial form, evidence of Moody's, S&P, or Fitch ratings, and/or other independent financial service reports.

See Attachment E.

- A description of the types and amounts of insurance carried by Applicant which are specifically intended to provide for or support its financial fitness to perform its obligations as a licensee.
- Audited financial statements exhibiting accounts over a minimum two year period.

A copy of the 2012 Annual Report of Hess Corporation is available at: <http://phx.corporate-ir.net/phoenix.zhtml?c=101801&p=irol-reportsAnnual>.

- Bank account statement, tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.

c. **ACCOUNTING RECORDS CUSTODIAN:** Provide the name, title, address, telephone number, FAX number, and e-mail address of Applicant's custodian for its accounting records.

James S. Lakata
Manager, Tax
One Hess Plaza,
Woodbridge, NJ 07095
Phone: 732-750-6385
Fax: 877-419-2874
e-mail: jlakata@hess.com

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d. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix F to this application.

All sections of the Tax Certification Statement must be completed. Absence (submitting N/A) of any of the TAX identifications numbers (items 7A through 7C) shall be accompanied by supporting documentation or an explanation validating the absence of such information.

Items 7A and 7C on the Tax Certification Statement are designated by the Pennsylvania Department of Revenue. Item 7B on the Tax Certification Statement is designated by the Internal Revenue Service.

See Attachment F.

8. TECHNICAL FITNESS:

To ensure that the present quality and availability of service provided by electric utilities does not deteriorate, the Applicant shall provide sufficient information to demonstrate technical fitness commensurate with the service proposed to be provided.

a.) **EXPERIENCE, PLAN, STRUCTURE:** such information may include:

- Applicant's previous experience in the electricity industry.
- Summary and proof of licenses as a supplier of electric services in other states or jurisdictions.
- Type of customers and number of customers Applicant currently serves in other jurisdictions.
- Staffing structure and numbers as well as employee training commitments.
- Business plans for operations within the Commonwealth.
- Documentation of membership in PJM, ECAR, MAAC, other regional reliability councils, or any other membership or certification that is deemed appropriate to justify competency to operate as an EGS within the Commonwealth.
- Any other information appropriate to ensure the technical capabilities of the Applicant.

Applicant proposes to extend the services currently offered by its parent, Hess Corporation, to a greater market segment within Pennsylvania. In doing so, Applicant will rely upon and draw from the resources Hess Corporation which is a \$29 billion energy company with nearly 90 years experience in providing reliable energy service to retail customers. The company sells oil, natural gas and electricity to large commercial and industrial customers as well as to utilities. Since 1999, Hess has been an active retail electric supplier, holding electric supplier licenses in 12 states, including Pennsylvania, and has grown to be a leading energy supplier to commercial, industrial and wholesale customers throughout the Northeast and Mid-Atlantic regions with a significant presence in fuel oil, natural gas and electricity. Hess Corporation employs over 14,000 people worldwide, 375 of which are fully dedicated to Hess' energy marketing operations.

Hess Corporation employs in the retail markets it serves several hedging strategies to meet its electric generation load requirements for the commercial and industrial customers it serves, including financial hedging (i.e., spot market power purchases) and physical hedging (i.e., long-term and short-term bilateral contract purchases). Applicant fully expects to continue with these strategies in Pennsylvania as it has for the past five years as a licensed electric generation supplier.

In addition, Hess Corporation has employed EDI in its business operations since first entering retail electric markets in 1999. Hess' energy marketing department employs a substantial number of in-house electric operations, billing and IT staff who are knowledgeable and have substantial experience in EDI standards, requirements and certification processes. Hess currently conducts EDI with each local electric distribution companies within the 12 states in which it actively operates.

A detailed explanation of the industry experience for the key personnel who will be responsible for the operations of Applicant are included in Attachment G.

b.) **OFFICERS:** Identify Applicant's chief officers including names and their professional resumes.

See Attachment G.

c.) **FERC FILING:** Applicant has:

- Filed an Application with the Federal Energy Regulatory Commission to be a Power Marketer.
- X Received approval from FERC to be a Power Marketer at Docket or Case Number **ER12-XXXX-000**.

See Attachment H.

- Not applicable

9. **DISCLOSURE STATEMENT:**

a. **Disclosure Statements:** If proposing to serve Residential and/or Small Commercial (under 25 kW) customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix G to this Application.

- Electricity should be priced in clearly stated terms to the extent possible. Common definitions should be used. All consumer contracts or sales agreements should be written in plain language with any exclusions, exceptions, add-ons, package offers, limited time offers or other deadlines prominently communicated. Penalties and procedures for ending contracts should be clearly communicated.

See Attachment I.

10. **VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS**

a. **PJM LOAD SERVING ENTITY REQUIREMENT:** As a prospective EGS, the applicant understands that those EGSs which provide retail electric supply service (i.e. takes title to electricity) must provide either:

- proof of registration as a PJM Load Serving Entity (LSE), or
- proof of a contractual arrangement with a registered PJM LSE that facilitates the retail electricity services of the EGS.

The Applicant understands that compliance with this requirement must be filed within 120 days of the Applicant receiving a license. As well, the Applicant understands that compliance with this requirement may be filed with this instant application.

(Select only one of the following)

- x **AGREED** - Applicant has included compliance with this requirement in the instant application, labeled in correspondence with this section (10).

Applicant has been authorized as a Sub-Account to the Hess Corporation. Hess Corporation is in good standing. **See Attachment J.**

- AGREED** - Applicant will provide compliance with this requirement within 120 days of receiving its license

- ACKNOWLEDGED** - Applicant is not proposing to provide retail electric supply service at this time, and therefore is not presently obligated to provide such information

b. **STANDARDS OF CONDUCT AND DISCLOSURE:** As a condition of receiving a license, Applicant agrees to conform to any Uniform Standards of Conduct and Disclosure as set forth by the Commission. Further, the Applicant agrees that it must comply with and ensure that its employees, agents, representatives, and independent contractors comply with the standards of conduct and disclosure set out in Commission regulations at 52 Pa. Code § 54.43.

- x **AGREED**

c. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:

- Retail Electricity Choice Activity Reports: The regulations at 52 Pa. Code §§ 54.201--54.204 require that all active EGSs report sales activity information. An EGS will file an annual report reporting for customer groups defined by annual usage. Reports must be filed using the appropriate report form that may be obtained from the PUC's Secretary's Bureau or the forms officer, or may be down-loaded from the PUC's internet web site.
- Reports of Gross Receipts: Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on a quarterly and year to date basis no later than 30 days following the end of the quarter.
- The Treasurer or other appropriate officer of Applicant shall transmit to the Department of Revenue by March 15, an annual report, and under oath or affirmation, of the amount of gross receipts received by Applicant during the prior calendar year.
- Applicant shall report to the Commission the percentages of total electricity supplied by each fuel source on an annual basis:
- Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 28 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive electric market.

x AGREED

d. **TRANSFER OF LICENSE:** The Applicant understands that if it plans to transfer its license to another entity, it is required to request authority from the Commission for permission prior to transferring the license. See 66 Pa. C.S. Section 2809(D). Transferee will be required to file the appropriate licensing application.

x AGREED

e. **ASSESSMENT:** The Commission does not presently assess Electric Generation Suppliers for the purposes of recovery of regulatory expenses; see *PPL Energyplus, LLC v. Commonwealth*, 800 A.2d 360 (Pa. Cmwlth. 2002).

x ACKNOWLEDGED

f. **FURTHER DEVELOPMENTS:** Applicant is under a continuing obligation to amend its application if substantial changes occur to the information upon which the Commission relied in approving the original filing. See 52 Pa. Code § 54.34.

X AGREED

g. **FALSIFICATION:** The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application or, if later discovered, for revoking any authority granted pursuant to the Application. This Application is subject to 18 Pa. C.S. §§4903 and 4904, relating to perjury and falsification in official matters.

X AGREED

h. NOTIFICATION OF CHANGE: If your answer to any of these items changes during the pendency of your application or if the information relative to any item herein changes while you are operating within the Commonwealth of Pennsylvania, you are under a duty to so inform the Commission, within twenty (20) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 54.34.

AGREED

i. CEASING OF OPERATIONS: Applicant is also required to officially notify the Commission if it plans to cease doing business in Pennsylvania, 90 days prior to ceasing operations.

AGREED

j. Electronic Data Interchange: The Applicant acknowledges the Electronic Data Interchange (EDI) requirements and the relevant contacts for each EDC, as listed at appendix J.

AGREED

k. FEE: The Applicant has enclosed or paid the required initial licensing fee of \$350.00 payable to the Commonwealth of Pennsylvania.

PAYMENT ENCLOSED

11. AFFIDAVITS

a.) APPLICATION AFFIDAVIT: Complete and submit with your filing an officially notarized Application Affidavit stating that all the information submitted in this application is truthful and correct. An example copy of this Affidavit can be found at Appendix A.

See Attachment A.

b.) OPERATIONS AFFIDAVIT: Provide an officially notarized affidavit stating that you will adhere to the reliability protocols of the North American Electric Reliability Council, the appropriate regional reliability council(s), and the Commission, and that you agree to comply with the operational requirements of the control area(s) within which you provide retail service. An example copy of this Affidavit can be found at Appendix B.

See Attachment A.

12. NEWSPAPER PUBLICATIONS

Notice of filing of this Application must be published in newspapers of general circulation covering each county in which the applicant intends to provide service. Below is a list of newspapers which cover the publication requirements for Electric Generation Suppliers looking to do business in Pennsylvania.

The newspapers in which proof of publication is required is dependent on the service territories the applicant is proposing to serve. The chart below dictates which newspapers are necessary for each EDC. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

Please file with the Commission the Certification of Publication, along with a photostatic copy of the notice to complete the notice requirements.

See Attachment K.

Proof of newspaper publications must be filed with the initial application. Applicants **do not** need a docket number in their publication. Docket numbers will be issued when all criteria on the item 14 checklist (see below) are satisfied.

	<u>Duquesne</u>	<u>Met Ed</u>	<u>PECO</u>	<u>Penelec</u>	<u>Penn Power</u>	<u>PPL</u>	<u>UGI</u>	<u>West Penn</u>	<u>Entire Commonwealth</u>
Philadelphia Daily News		X	X			X			X
Harrisburg Patriot-News		X		X		X		X	X
Scranton Times Tribune		X		X		X	X		X
Williamsport Sun Gazette				X		X		X	X
Johnstown Tribune Democrat				X				X	X
Erie Times-News				X	X				X
Pittsburgh Post-Gazette	X				X			X	X

(Example Publication is provided at Appendix H)

13. SIGNATURE

Applicant: Hess Energy Marketing, LLC
 By: Amy Kooper
 Title: Director of Regulatory Affairs

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14. CHECKLIST

For the applicant's convenience, please use the following checklist to ensure all relevant sections are complete. The Commission Secretary's Bureau will not accept an application unless each of the following sections are complete.

Applicant: Hess Energy Marketing, LLC

X	Signature	
X	Filing Fee	
X	Application Affidavit	
X	Operations Affidavit	
X	Proof of Publication	
X	Bond or Letter of Credit	
X	Tax Certification Statement	
X	Commonwealth Department of State Verification	
X	Certificate of Service	

Applicant's Use

PUC Secretary's Bureau Use

List of Attachments to the Application of Hess Energy Marketing, LLC
For Electric Generation Supplier License

Attachment	Description	Application Section
A	Application Affidavit Operations Affidavit (need originals)	11(a) 11(b)
B	Pennsylvania Department of State Registration	2(b)
C	Limited Liability Company Agreement of Hess Energy Marketing, LLC	2(b)
D	Hess Energy Marketing, LLC Surety Bond	7(a)
E	Hess Corporation Ratings Reports <ul style="list-style-type: none"> • D&B Report • Fitch Ratings Report • Moody's Credit Opinion • Standard and Poor's Ratings Report 	7(b)
F	Hess Energy Marketing, LLC Tax Certification Statement	7(d)
G	Hess Energy Marketing, LLC Industry Experience Statement & Biographies	2(b) & 8(a)
H	FERC approval regarding Hess Energy Marketing, LLC	8(c)
I	Sample Customer Disclosure Statement	9
J	Proof of Registration as a PJM Load Serving Entity	10(a)
K	Copy of Newspaper Publications & Proof of Publication	12
L	Certificate of Liability Insurance	N/A

Attachment A

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2013 JUN -5 PM 12:50

**PA PUC
SECRETARY'S BUREAU**

Appendix A

APPLICATION AFFIDAVIT

State of New Jersey :

: ss.

County of Middlesex :

Christopher Baldwin, Affiant, being duly sworn according to law, deposes and says that: ~~That~~

He is the President of Hess Energy Marketing, LLC;

That he is authorized to and does make this affidavit for said Applicant;

That the Applicant herein Hess Energy Marketing, LLC has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as an electric generation supplier pursuant to 66 Pa. C.S. § 2809 (B).

That the Applicant herein Hess Energy Marketing, LLC has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein Hess Energy Marketing, LLC acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

That the Applicant herein Hess Energy Marketing, LLC acknowledges that it is under a duty to supplement information provided in answer to questions on this application and contained in supporting documents as requested by the Commission.

That the facts above set forth are true and correct to the best of his knowledge, information, and belief, and that he expects said Applicant to be able to prove the same at hearing.

Christopher Baldwin

Signature of Affiant

Sworn and subscribed before me this 13th day of May, 2013.

Janet Faragasso

JANET FARAGASSO
Commission # 2430096 of official administering oath
Notary Public, State of New Jersey
My Commission Expires
February 14, 2018

My commission expires _____

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Attachment B

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**PA PUC
SECRETARY'S BUREAU**

Appendix B

OPERATIONS AFFIDAVIT

State of New Jersey :
 :
 : ss.
 :
County of Middlesex :

Christopher Baldwin, Affiant, being duly sworn according to law, deposes and says that:

He is the President of Hess Energy Marketing, LLC;

That he is authorized to and does make this affidavit for said Applicant;

That Hess Energy Marketing, LLC, the Applicant herein, acknowledges that it may have obligations pursuant to this Application consistent with the Public Utility Code of the Commonwealth of Pennsylvania, Title 66 of the Pennsylvania Consolidated Statutes; or with other applicable statutes or regulations including Emergency Orders which may be issued verbally or in writing during any emergency situations that may unexpectedly develop from time to time in the course of doing business in Pennsylvania.

That Hess Energy Marketing, LLC, the Applicant herein, asserts that it possesses the requisite technical, managerial, and financial fitness to render electric service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.

That Hess Energy Marketing, LLC, the Applicant herein, certifies to the Commission that it is subject to the full amount of taxes imposed by Articles II and XI of the Act of March 4, 1971 (P.L. 6, No. 2), known as the Tax Reform Act of 1971 and any tax imposed by Chapter 28 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of Chapter 28, shall be cause for the Commission to revoke the license of the Applicant. The Applicant acknowledges that it shall report to the Commission its jurisdictional Gross Receipts and power sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to 66 Pa. C.S. §506 (relating to the inspection of facilities and records).

As provided by 66 Pa. C.S. §2810 (C)(6)(iv), Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source of the information, and shall consent to the Department of Revenue providing that information to the Pennsylvania Public Utility Commission.

Appendix B (Continued)

That Hess Energy Marketing, LLC the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506, §2807 (C), §2807(D)(2), §2809(B) and the standards and billing practices of 52 PA. Code Chapter 56.

That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Bureau of Public Liaison or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the law.

That the facts above set forth are true and correct to the best of his knowledge, information, and belief.



Signature of Affiant

Sworn and subscribed before me this 3rd day of May, 2013.



Signature of official administering oath

JANET T FARAGASSO
Commission # 2430096
Notary Public, State of New Jersey
My Commission Expires
February 14, 2018

My commission expires _____

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Attachment C

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2003 JUN -5 PM 12:51

**PA PUC
SECRETARY'S BUREAU**

Delaware

PAGE 1

The First State

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THE ATTACHED IS A TRUE AND CORRECT COPY OF THE CERTIFICATE OF FORMATION OF "HESS ENERGY MARKETING, LLC", FILED IN THIS OFFICE ON THE TWENTIETH DAY OF MARCH, A.D. 2013, AT 5:55 O'CLOCK P.M.

RECEIVED

2013 JUN -5 PM 12:51

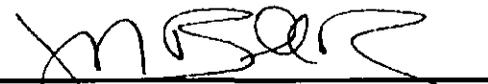
PA PUC
SECRETARY'S BUREAU



5306943 8100

130339320

You may verify this Certificate online
at corp.delaware.gov/authver.shtml


Jeffrey W. Bullock, Secretary of State
AUTHENTICATION: 0300581

DATE: 03-20-13

State of Delaware
Secretary of State
Division of Corporations
Delivered 06:59 PM 03/20/2013
FILED 05:55 PM 03/20/2013
SRV 130339320 - 5306943 FILE

CERTIFICATE OF FORMATION
OF
HESS ENERGY MARKETING, LLC

1. The name of the limited liability company is Hess Energy Marketing, LLC.
2. The address of its registered office in the State of Delaware is: Corporation Trust Center, 1209 Orange Street, in the City of Wilmington, Delaware 19801. The name of its registered agent at such address is The Corporation Trust Company.

IN WITNESS WHEREOF, the undersigned has executed this Certificate of Formation of Hess Energy Marketing, LLC this 20th day of March 2013.


Jacqueline Asafu-Adjaye, Organizer

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Entity #: 4176849
Date Filed: 03/29/2013
Carol Aichele
Secretary of the Commonwealth

PENNSYLVANIA DEPARTMENT OF STATE
CORPORATION BUREAU

Application for Registration - Foreign
(15 Pa.C.S.)

- Registered Limited Liability General Partnership (§ 8211)
- Registered Limited Liability Limited Partnership (§ 8211)
- Limited Partnership (§ 8582)
- Limited Liability Company (§ 8981)

Name: CT-Counter
Address: _____
City: 8717885 State: SO Zip Code: 10

Document will be returned to the name and address you enter to the left.

Commonwealth of Pennsylvania
APPLICATION FOR REGISTRATION 3 Page(s)



Fee: \$250

In compliance with the requirements of the applicable provisions (relating to registration), the undersigned, desiring to register to do business in this Commonwealth, hereby states that:

1. The name of the limited liability company/limited liability partnership/limited partnership in the jurisdiction in which it is formed:
HESS ENERGY MARKETING, LLC

2. The name under which the limited liability company/limited liability partnership/limited partnership proposes to register and do business in this Commonwealth is:
HESS ENERGY MARKETING, LLC

3. The name of the jurisdiction under the laws of which it was organized and the date of its formation:
Jurisdiction: Delaware Date of Formation: 03/20/2013

4. The (a) address of its initial registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is:

(a) Number and street	City	State	Zip	County
(b) Name of Commercial Registered Office Provider <u>CT Corporation System</u>				County <u>Dauphin</u>

5. Check and complete one of the following:

The address of the office required to be maintained by it in the jurisdiction of its organization by the laws of that jurisdiction is:

Number and street	City	State	Zip
-------------------	------	-------	-----

It is not required by the laws of its jurisdiction of organization to maintain an office therein and the address of its principal office is:

One Hess Plaza, Woodbridge, NJ 07095

Number and street	City	State	Zip
-------------------	------	-------	-----

6. ~~For Restricted Professional Limited Liability Company Only. Strike out if Inapplicable:~~ The company is a restricted professional company organized to render the following professional service(s):

Limited Liability Partnership and Limited Partnership: Complete paragraphs 7 and 8

7. The name and business address of each general partner,

Name	Business Address
------	------------------

8. The address of the office at which is kept a list of the names and addresses of the limited partners and their capital contribution is:

Number and street	City	State	Zip	County
-------------------	------	-------	-----	--------

The registered partnership hereby undertakes to keep those records until its registration to do business in the Commonwealth is canceled or withdrawn.

IN TESTIMONY WHEREOF, the undersigned has caused this Application for Registration to be signed by a duly authorized officer/member or manager thereof this

27th day of March 2013

Hess Energy Marketing, LLC
Name of Partnership/Company

Nicholas P. Brontas
Signature

Nicholas P. Brontas, Vice President and Secretary
Title

LIMITED LIABILITY COMPANY AGREEMENT

OF

HESS ENERGY MARKETING LLC

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LIMITED LIABILITY COMPANY AGREEMENT

OF

HESS ENERGY MARKETING LLC

LIMITED LIABILITY COMPANY AGREEMENT of HESS ENERGY MARKETING LLC, dated as of March 20, 2013. Capitalized terms used herein and not otherwise defined herein shall have the meanings set forth in Article II.

ARTICLE I

FORMATION OF THE COMPANY

Section 1.1. Formation of the Company. The Company was organized as a limited liability company under the Act by the filing of the Certificate with the Office of the Secretary of State of Delaware on March 20, 2013. The Member shall accomplish all filing, recording, publishing and other acts necessary or appropriate for compliance with all requirements for operation of the Company as a limited liability company under this Agreement and the Act and under all other laws of the State of Delaware and such other jurisdictions in which the Company determines that it may conduct business.

Section 1.2. Name. The name of the Company is "HESS ENERGY MARKETING LLC", as such name may be modified from time to time by the Member as it may deem advisable.

Section 1.3. Business of the Company. Subject to the limitations on the activities of the Company otherwise specified in this Agreement, the business of the Company shall be the conduct of any business or activity that may be conducted by a limited liability company organized pursuant to the Act.

Section 1.4. Location of Principal Place of Business. The location of the principal place of business of the Company shall be One Hess Plaza, Woodbridge, NJ 07095 or such other location as may be determined by the Member. In addition, the Company may maintain such other offices as the member may deem advisable at any other place or places within or without the United States.

Section 1.5. Registered Agent. The registered agent for the Company shall be CT Corporation System, Corporation Trust Center, 1209 Orange Street, Wilmington, Delaware 19801 or such other registered agent as the Member may designate from time to time.

Section 1.6. Term. The Company shall continue in perpetuity, unless the Company is earlier dissolved and terminated in accordance with the provisions of this Agreement.

ARTICLE II

DEFINITIONS

“Act” means the Delaware Limited Liability Company Act, Chapter 434 of Title 6 of the Delaware Code, 6 Del. Code §18-101 et seq., as in effect on the date hereof and as it may be amended hereafter from time to time.

“Agreement” means this Limited Liability Company Agreement, as amended, modified or supplemented from time to time.

“Certificate” means the Certificate of Formation of the Company, as amended, modified or supplemented from time to time.

“Code” means the Internal Revenue Code of 1986, as amended from time to time (or any succeeding law).

“Company” means the limited liability company formed by the filing of the Certificates and governed by this Agreement under the name “HESS ENERGY MARKETING LLC”.

“Fiscal Year” has the meaning specified in Section 5.2.

“Member” means Hess Corporation, a Delaware corporation.

“Person” means any individual, partnership, limited liability company, association, corporation, trust or other entity.

“Regulation” means a Treasury Regulation promulgated under the Code.

ARTICLE III

CAPITAL CONTRIBUTIONS

Section 3.1. Capital Contributions. The Member shall make such contributions of cash or property from time to time to the Company as the Member may from time to time determine or as may be required by law.

ARTICLE IV

DISTRIBUTIONS

Section 4.1. Distributions Generally. Subject to the provisions of Section 4.2, the Company shall make distributions to the Member at such times and in such amounts as determined in the sole discretion of the Member.

Section 4.2. Limitations on Distributions.

(a) Notwithstanding anything herein contained to the contrary:

(i) no distribution pursuant to this Agreement shall be made if such distribution would result in a violation of the Act;

(ii) no distribution shall be made if such distribution would violate the terms of any, to the extent applicable, agreement or any other instrument to which the Company is a party.

(b) In the event that a distribution is not made as a result of the application of paragraph (a) of this Section 4.2, all amounts so retained by the Company shall continue to be subject to all of the debts and obligations of the Company. The Company shall make such distribution (with accrued interest actually earned thereon) as soon as such distribution would not be prohibited pursuant to this Section 4.2.

ARTICLE V

BOOKS OF ACCOUNT, RECORDS
AND FISCAL YEAR

Section 5.1. Books and Records. Proper and complete records and books of account shall be kept by the Company in which shall be entered fully and accurately all transactions and other matters relative to the Company's business as are usually entered into records and books of account maintained by Persons engaged in businesses of a like character. The Company books and records shall be kept in a manner determined by the Member in its sole discretion to be most beneficial for the Company.

Section 5.2. Fiscal Year. The fiscal year of the Company (the "Fiscal Year") shall be the calendar year; provided, however, that the last Fiscal Year of the Company shall end on the date on which the Company is terminated.

ARTICLE VI

POWERS, RIGHTS AND DUTIES OF THE MEMBER

Section 6.1. Authority. Subject to the limitations provided in this Agreement, the Member shall have exclusive and complete authority and discretion to manage the operations and affairs of the Company and to make all decisions regarding the business of the Company. Any action taken by the Member on behalf of the Company shall constitute the act of and serve to bind the Company. In dealing with the Member acting on behalf of the Company, no Person shall be required to inquire into the authority of the Member to bind the Company. Persons dealing with the Company are entitled to rely conclusively on the power and authority of the Member as set forth in this Agreement.

Section 6.2. Election of Directors and Officers; Delegation of Authority. The Member may, from time to time, designate one or more directors and officers with such titles as may be designated by the Member to act in the name of the Company with such authority as may be delegated to such directors or officers by the Member. Any such director or officer shall act pursuant to such delegated authority until such director or officer is removed by the Member. Any action taken by a director or an officer designated by the Member shall constitute the act of and serve to bind the Company. In dealing with the directors and officers acting on behalf of the Company, no Person shall be required to inquire into the authority of the directors and officers to bind the Company. Persons dealing with the Company are entitled to rely conclusively on the power and authority of any director or officer set forth in this Agreement and any instrument designating such director or officer and the authority delegated to him or her.

Section 6.3. Company Funds. Company funds shall be held in the name of the Company and shall not be commingled with those of any other Person. Company funds shall be used only for the business of the Company.

Section 6.4. Expenses. The Company shall pay for all expenses incurred in connection with the operation of the Company's business. The Member shall be entitled to receive out of Company funds reimbursement of all Company expenses expended by the Member or any of its affiliates.

ARTICLE VII

ADDITIONAL MEMBERS

Section 7.1. Additional Members. The Member may admit additional Persons as members in the Company on such terms and conditions as the Member may determine.

ARTICLE VIII

TERMINATION OF COMPANY; LIQUIDATION AND DISTRIBUTION OF ASSETS WITHDRAWAL OF MEMBER

Section 8.1. Withdrawal. The Member may withdraw from the Company at any time.

Section 8.2. Dissolution of Company.

(a) The Company shall be dissolved, wound up and terminated as provided herein upon the first to occur of the following:

- (i) the date the Company is dissolved, wound up and terminated; and
- (ii) the withdrawal, resignation or bankruptcy of the Member (an "Event of Withdrawal").

(b) In the event of the dissolution of the Company for any reason, the Member or his successors or assigns (the "Liquidator") shall commence to wind up the affairs of the Company and to liquidate the Company assets. The Liquidator shall have full right and unlimited discretion to determine the time, manner and terms of any sale or sales of Company assets pursuant to such liquidation, giving due regard to the activity and condition of the relevant market and general financial and economic conditions.

(c) The Liquidator shall have all of the rights and powers with respect to the assets and liabilities of the Company in connection with the liquidation and termination of the Company that it would have with respect to the assets and liabilities of the Company during the term of the Company.

(d) Notwithstanding the foregoing, a Liquidator which is not the Member shall not be deemed the Member in this Company and shall not have any of the economic interests in the Company of the Member.

Section 8.3. Distribution in Liquidation. The Company's assets shall be applied in the following order of priority:

(a) first, to pay the costs and expenses of the winding up, liquidation and termination of the Company;

(b) second, to creditors of the Company, in the order of priority provided by law, including fees and reimbursements payable to the Member or its affiliates, but not including those liabilities (other than liabilities to the Member for any expenses of the Company paid by the Member or its affiliates, to the extent the Member or its affiliates, as the case may be, are entitled to reimbursement hereunder) to the Member in its capacity as a Member;

(c) third, to establish reserves reasonably adequate to meet any and all contingent or unforeseen liabilities or obligations of the Company; provided, however, that at the expiration of such period of time as the Member may deem advisable, the balance of such reserves remaining after the payment of such contingencies or liabilities shall be distributed as hereinafter provided; and

(d) fourth, to the Member.

Section 8.4. Termination. The Company shall terminate when all property owned by the Company shall have been disposed of and the assets shall have been distributed as provided in Section 8.3. The Liquidator shall then execute and cause to be filed a Certificate of Cancellation of the Company.

ARTICLE IX

AMENDMENT OF AGREEMENT

Section 9.1. Amendments. Amendments to this Agreement may be made only if embodied in an instrument signed by the Member.

Section 9.2. Amendment of Certificate. In the event this Agreement shall be amended pursuant to this Article IX, the Member shall amend the Certificate to reflect such change if they deem such amendment of the Certificate to be necessary or appropriate.

ARTICLE X

MISCELLANEOUS

Section 10.1. Governing Law. This Agreement and the rights of the parties hereunder shall be governed by and interpreted in accordance with the law of the State of Delaware.

Section 10.2. Effect. Except as herein otherwise specifically provided, this Agreement shall be binding upon and inure to the benefit of the parties and their legal representatives, successors and permitted assigns.

Section 10.3. Pronouns and Number. Wherever from the context it appears appropriate, each term stated in either the singular or the plural shall include the singular and the plural, and pronouns stated in either the masculine, feminine or neuter shall include the masculine, feminine and neuter.

Section 10.4. Captions. Captions contained in this Agreement are inserted only as a matter of convenience and in no way define, limit or extend the scope or intent of this Agreement or any provision hereof.

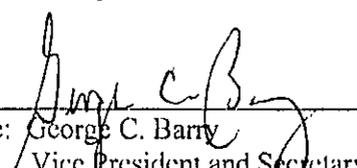
Section 10.5. Partial Enforceability. If any provision of this Agreement, or the application of such provision to any Person or circumstance, shall be held invalid, the remainder of this Agreement, or the application of such provision to Persons or circumstances other than those to which it is held invalid, shall not be affected thereby.

IN WITNESS WHEREOF, the undersigned has executed this Agreement as of the date above first written.

Member:

HESS CORPORATION

By:


Name: George C. Barry
Title: Vice President and Secretary

Attachment D

BOND

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Attachment E

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**PA PUC
SECRETARY'S BUREAU**



Printed By:Lynn Aretino
Date Printed:March 15, 2013

Live Report : HESS CORPORATION

D-U-N-S® Number: 00-697-9785

Endorsement/Billing Reference: laretino@hess.com

D&B Address

Address 1185 Avenue Of The Americas
New York,NY - 10036

Phone 212 997-8500

Fax 212-536-8390

Location Type Headquarters

Web www.hess.com

Added to Portfolio:01/04/2010

Last View Date:03/06/2013

Endorsement : laretino@hess.com

Company Summary

Currency: Shown in USD unless otherwise indicated

Score Bar

D&B Rating	5A2
PAYDEX®	77
Net Worth	21,090.0M
Financial Stress Score Class	3
Commercial Credit Score Class	1
Bankruptcy Found	N
Current Ratio	1

D&B 3-month PAYDEX®

3-month D&B PAYDEX®: 77

Lowest Risk:100;Highest Risk :1
When weighted by amount, Payments to suppliers average 5 Days Beyond Terms

D&B Company Overview

This is a headquarters location

Branch(es) or Division(s) exist **Y**

Chief Executive	JOHN B. HESS, CEO-CHB+
Stock Symbol	HES
Year Started	1920
Employees	14350 (254 Here)
Gross Revenue	38,373,000,000.00
Financing	SECURED
SIC	1311 , 2911
Line of business	Oil & gas refining,

Public Filings

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	4	12/14/12
Liens	6	04/18/12
Suits	44	07/13/12
UCCs	448	11/28/12

The public record items contained herein may have been paid, terminated, vacated or released prior to todays date.

Financial Stress Score Class

Financial Stress Score Class: 3

Lowest Risk:1;Highest Risk :5

Stock Performance

HES : 71.97 -0.01 (-0.01%)

Previous Close:	71.98
Volume:	1164806.00
Daily High:	72.06
Daily Low:	71.34
52-Week High:	72.13
52-Week Low:	39.67
P/E:	12.0950
Market Cap:	24,578,062,520

marketing,
transportation &
electricity and gas
power marketer

NAICS	211111
History Status	CLEAR
Financial Condition	GOOD

EPS:	5.95
Div/Yield:	0.56

Commercial Credit Score Class

Commercial Credit Score Class: 1 

Lowest Risk:1;Highest Risk :5

Detailed Trade Risk Insight™

Days Beyond Terms Past 3 Months

2

Days

Dollar-weighted average of 349 payment experiences reported from 89 Companies

Recent Derogatory Events

	Dec-12	Jan-13	Feb-13
Placed for Collection	-	-	-
Bad Debt Written Off	-	2 on 2 acct	3 on 3 acct

D&B PAYDEX®

D&B PAYDEX® 77 

Lowest Risk:100;Highest Risk :1
When weighted by amount, Payments to suppliers average 5 days beyond terms

Company News

Today: Friday, March 15, 2013

- **Elliott Associates Says Hess Needs**
2013-03-14T09:00:23 EST 9:00 AM-Value Investing
- **Hess Corporation - The Start Of A Turnaround?**
2013-03-12T01:03:23 EST 1:03 AM-Minuteman News Center
- **Repair of XLPE Submarine Cables**
2013-03-11T12:50:58 EST 12:50 PM-TRANSMISSION and DISTRIBUTION WORLD
- **Dividend Changes to Know Now: Hess**
2013-03-11T08:39:49 EST 8:39 AM-Wall St. Cheat Sheet
- **UPDATE: Credit Suisse Raises PT to \$83 on Hess**
2013-03-06T19:30:34 EST 7:30 PM-Benzinga
- **HESS CORP. : Elliott Management Says Hess**
2013-03-06T12:26:05 EST 12:26 PM-4-Traders
- **Utilizing Leadership Commitment and Emergency**
2013-03-06T01:15:49 EST 1:15 AM-PR Urgent News
- **How Hess Corporation Will Look After Post**
2013-03-05T14:30:27 EST 2:30 PM-iStockAnalyst.com
- **Fitch: Hess Corporation's Announced**
2013-03-05T13:03:05 EST 1:03 PM-Seeking Alpha
- **Hess Corp Upgraded by Societe Generale to**
2013-03-04T15:25:14 EST 3:25 PM-Localized USA
- **Hess to Exit Downstream Business, Raise**
2013-03-04T15:13:49 EST 3:13 PM-4-Traders
- **Elliott Management Responds to Hess**
2013-03-04T14:29:47 EST 2:29 PM-Yahool Finance
- **UPDATE: Societe Generale Upgrades Hess**
2013-03-04T13:09:14 EST 1:09 PM-Benzinga
- **Hess To Quit Retail Gasoline, Energy Trading &**
2013-03-04T11:51:46 EST 11:51 AM-Value Investing
- **Goldman Sachs Maintains Neutral Rating on**
2013-03-04T10:55:00 EST 10:55 AM-Benzinga
- **Hess to exit businesses; focus on oil, gas**
2013-03-04T09:24:03 EST 9:24 AM-The Economic Times
- **Hess Corp. (HES) Declares \$0.10 Quarterly**
2013-03-04T09:20:20 EST 9:20 AM-StreetInsider.com
- **Hess Corp cuts energy trading risk to lowest**

- **Hess Corporation declares Ghana drilling results**
2013-03-01T08:05:03 EST 8:05 AM-Scandinavian Oil-Gas
- **Hess Corp. (NYSE:HES) Former Employee Alert:**
2013-02-25T22:30:33 EST 10:30 PM-Press Release Point
- **Heat on Hess raises specter of Hetco sale**
2013-02-19T00:37:32 EST 12:37 AM-Reuters
- **Hess Corp (HES): Today's Featured Basic**
2013-02-14T01:09:03 EST 1:09 AM-TheStreet.com

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News & Alerts

Alert Type	Date	Actions
Financial Statements	03/13/2013	View

In the last 30 days, 1 alerts were generated for this company.

Corporate Linkage

Subsidiaries (Domestic)

Company	City , State	D-U-N-S® NUMBER
HESS MICROGEN LLC	WOODBIDGE , New Jersey	00-967-3281
HESS ENERGY TRADING COMPANY, LLC	NEW YORK , New York	01-595-6162
HESS ENERGY SERVICES COMPANY LLC	HOUSTON , Texas	02-386-6408
THE PICK KWIK CORPORATION	PINELLAS PARK , Florida	03-221-2268
NUVERA FUEL CELLS, INC.	BILLERICA , Massachusetts	04-344-8021
SOLAR GAS INC	HOUSTON , Texas	04-509-8449
ATLANTIS AGENCY CORP	NEW YORK , New York	05-220-0870
HESS OIL VIRGIN ISLAND CORP	NEW YORK , New York	07-885-2704
AIR HANGAR INC	TRENTON , New Jersey	08-642-7226
HESS ENERGY POWER & GAS CO, LLC	NEW YORK , New York	11-249-8196
FIRST CRUDE CORP	NEW YORK , New York	18-565-1114
AMERADA HESS PIPELINE CORPORATION	NEW YORK , New York	61-436-9916
HESS ENERGY NEW YORK CORPORATION	SYRACUSE , New York	94-332-2537
HESS BAKKEN INVESTMENTS I CORPORATION	HOUSTON , Texas	61-932-2501
HESS SMALL BUSINESS SERVICES, LLC	BRONX , New York	14-964-8847
TIOGA GAS PLANT, INC.	WOODBIDGE , New Jersey	07-869-2573

Subsidiaries (International)

Company	City , Country	D-U-N-S® NUMBER
HESS (INDONESIA-SOUTH SESULU) LTD	London , UNITED KINGDOM	21-966-9145
Hess Denmark ApS	COPENHAGEN , DENMARK	30-509-7008
HESS INDONESIA NEW VENTURES LTD	London , UNITED KINGDOM	45-854-4509

AMERADA HESS LIMITED	BAKU , AZERBAIJAN	56-547-5238
HESS EXPLORATION AUSTRALIA PTY LIMITED	PERTH , AUSTRALIA	75-529-9641
HESS AUSTRALIA (BEETALOO) PTY LIMITED	PERTH , AUSTRALIA	75-637-4112
HESS (THAILAND) LTD	London , UNITED KINGDOM	77-959-3904
Hess Equatorial Guinea Inc	GEORGE TOWN , CAYMAN ISLANDS	86-438-3591
Hess Oil St. Lucia Limited	CASTRIES , ST LUCIA	86-617-5131

Branches (Domestic)

Company	City , State	D-U-N-S® NUMBER
HESS CORPORATION	MASSAPEQUA , New York	00-198-8419
HESS CORPORATION	NEW BEDFORD , Massachusetts	00-190-5665
HESS CORPORATION	WATERTOWN , Massachusetts	00-190-5780
HESS CORPORATION	SPRINGFIELD , Massachusetts	00-189-5742
HESS CORPORATION	EAST ELMHURST , New York	00-190-9691
HESS CORPORATION	WORCESTER , Massachusetts	00-202-4219
HESS CORPORATION	PHILADELPHIA , Pennsylvania	00-220-2971
HESS CORPORATION	RUMFORD , Rhode Island	00-221-2590
HESS CORPORATION	MELBOURNE , Florida	00-262-8126
HESS CORPORATION	NEW CUMBERLAND , Pennsylvania	00-252-8250
HESS CORPORATION	GOOSE CREEK , South Carolina	00-347-3746
HESS CORPORATION	WEST COLUMBIA , South Carolina	00-345-3805
HESS CORPORATION	ATLANTIC BEACH , Florida	00-359-3274
HESS CORPORATION	SPARTANBURG , South Carolina	00-359-3308
HESS CORPORATION	BUFFALO , New York	00-362-5738
HESS CORPORATION	SUMMERVILLE , South Carolina	00-469-4998
HESS CORPORATION	COLUMBIA , South Carolina	00-431-4519
HESS CORPORATION	CARLISLE , Pennsylvania	00-468-4270
HESS CORPORATION	KISSIMMEE , Florida	00-543-2070
HESS CORPORATION	HOLLYWOOD , Florida	00-800-2672
HESS CORPORATION	CASSELBERRY , Florida	00-941-5212
HESS CORPORATION	SOUTHAMPTON , Pennsylvania	00-957-8076
HESS CORPORATION	FORT LAUDERDALE ,	01-042-5932

Florida

HESS CORPORATION	CLIFTON PARK , New York	01-308-3915
HESS CORPORATION	JACKSONVILLE , Florida	01-309-7592

This list is limited to the first 25 branches.
For the complete list, Please logon to DNBI and view the Dynamic Family Tree Information.

Branches (International)

Company	City , Country	D-U-N-S® NUMBER
HESS INTERNATIONAL LTD	London , UNITED KINGDOM	45-826-0783

Predictive Scores

Currency: Shown in USD unless otherwise indicated 

Credit Capacity Summary

This credit rating was assigned because of D&Bs assessment of the companys creditworthiness. For more information, see the D&B Rating Key

D&B Rating : 5A2 **Financial Strength:** 5A indicates 50 million and over
Composite credit appraisal: 2 is good

Below is an overview of the companys rating history since 01-01-1991

Number of Employees Total: 14,350 (254 here)

D&B Rating	Date Applied
5A2	04-29-2010
5A3	06-07-2006
5A2	01-01-1991

Worth: 21,203,000,000
(Up by 14.0% from (As of 31-Dec-12)
last year)
Working Capital: \$5,000,000 (As of 31-Dec-12)

Payment Activity:	(based on 721 experiences)
Average High Credit:	310,658
Highest Credit:	40,000,000
Total Highest Credit:	166,154,500

D&B Credit Limit Recommendation

Conservative credit Limit 750,000
Aggressive credit Limit: 1,000,000

Risk category for this business : **LOW**

The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&Bs scoring methodology and is one factor used to create the recommended limits. See Help for details.

Financial Stress Class Summary

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000), which is lower than the average of businesses in D & B's database

Financial Stress Class : 3

(Lowest Risk:1; Highest Risk:5)

Moderate risk of severe financial stress, such as a bankruptcy, over the next 12 months.

Probability of Failure:

- Among Businesses with this Class: **0.24 %** (24 per 10,000)
- Financial Stress National Percentile : **52** (Highest Risk: 1; Lowest Risk: 100)
- Financial Stress Score : **1479** (Highest Risk: 1,001; Lowest Risk: 1,875)
- Average of Businesses in D&B's database: **0.48 %** (48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

- Low proportion of satisfactory payment experiences to total payment experiences.
- High proportion of slow payment experiences to total number of payment experiences.
- UCC Filings reported.
- Evidence of open suits.
- High number of inquiries to D & B over last 12 months.
- Evidence of open liens and judgments.

Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	52
Region: MIDDLE ATLANTIC	44
Industry: NATURAL RESOURCES	61
Employee range: 500+	61
Years in Business: 26+	77

This Business has a Financial Stress Percentile that shows:

Lower risk than other companies in the same region.

Higher risk than other companies in the same industry.

Higher risk than other companies in the same employee size range.

Higher risk than other companies with a comparable number of years in business.

Credit Score Summary

The Commercial Credit Score predicts the likelihood that a company will pay its bills in a severely delinquent manner (90 days or more past terms), obtain legal relief from creditors or cease operations without paying all creditors in full over the next 12 months. Scores are calculated using a statistically valid model derived from D&B's extensive data files.

The Credit Score class of 1 for this company shows that 6.0% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

Credit Score Class : 1

Lowest Risk:1;Highest Risk :5

Incidence of Delinquent Payment

- Among Companies with this Classification: **6.00 %**
- Average compared to businesses in D&Bs database: **23.50 %**
- Credit Score Percentile : **100** (Highest Risk: 1; Lowest Risk: 100)
- Credit Score : **527** (Highest Risk: 101; Lowest Risk:670)

The Credit Score Class of this business is based on the following factors:

- Most recent amount past due.
- Low proportion of satisfactory payment experiences to total payment experiences.
- High proportion of past due balances to total amount owing.

Notes:

- The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.
- The incidence of delinquency shows the percentage of firms in a given percentile that are likely to pay creditors in a severely delinquent manner. The average incidence of delinquency is based on businesses in D&B's database and is provided for comparative purposes.
- The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	100
Region: MIDDLE ATLANTIC	57
Industry: NATURAL RESOURCES	75
Employee range: 500+	85
Years in Business: 26+	88

This business has a Credit Score Percentile that shows:

Lower risk than other companies in the same region.

Lower risk than other companies in the same industry.

Lower risk than other companies in the same employee size range.

Lower risk than other companies with a comparable number of years in business.

Trade Payments

Currency: Shown in USD unless otherwise indicated 

D&B PAYDEX®

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trader references. Learn more about the D&B PAYDEX

Timeliness of historical payments for this company.

Current PAYDEX is	77	Equal to 5 days beyond terms (Pays more promptly than the average for its industry of 9 days beyond terms)
Industry Median is	74	Equal to 9 days beyond terms
Payment Trend currently is		Unchanged, compared to payments three months ago

Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Total payment Experiences in D&Bs File (HQ)	721
Payments Within Terms (not weighted)	71 %
Trade Experiences with Slow or Negative Payments(%)	30.93%
Total Placed For Collection	2
High Credit Average	310,658

Largest High Credit	40,000,000
Highest Now Owing	40,000,000
Highest Past Due	3,000,000

D&B PAYDEX® : 77

(Lowest Risk:100; Highest Risk:1)
When weighted by amount, payments to suppliers average 5 days beyond terms

3-Month D&B PAYDEX® : 77

(Lowest Risk:100; Highest Risk:1)
Based on payments collected over last 3 months.

When weighted by amount, payments to suppliers average 5 days beyond terms

D&B PAYDEX® Comparison

Current Year

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Oil & gas refining, marketing, transportation & electricity and gas power marketer , based on SIC code 1311 .

Shows the trend in D&B PAYDEX scoring over the past 12 months.

	4/12	5/12	6/12	7/12	8/12	9/12	10/12	11/12	12/12	1/13	2/13	3/13
This Business	76	76	74	74	75	76	77	77	77	77	77	77
Industry Quartiles												
Upper	.	.	80	.	.	80	.	.	80	.	.	.
Median	.	.	74	.	.	74	.	.	74	.	.	.
Lower	.	.	65	.	.	64	.	.	64	.	.	.

- Current PAYDEX for this Business is 77 , or equal to 5 days beyond terms
- The 12-month high is 77 , or equal to 5 DAYS BEYOND terms
- The 12-month low is 74 , or equal to 9 DAYS BEYOND terms

Previous Year

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Oil & gas refining, marketing, transportation & electricity and gas power marketer , based on SIC code 1311 .

Previous Year	03/11 Q1'11	06/11 Q2'11	09/11 Q3'11	12/11 Q4'11
This Business	UN	76	75	78
Industry Quartiles				
Upper	79	80	80	80
Median	73	74	76	75
Lower	65	66	66	66

- Based on payments collected over the last 4 quarters.
- Current PAYDEX for this Business is 77 , or equal to 5 days beyond terms
 - The present industry median Score is 74 , or equal to 9 days beyond terms
 - Industry upper quartile represents the performance of the payers in the 75th percentile
 - Industry lower quartile represents the performance of the payers in the 25th percentile

Payment Habits

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

\$ Credit Extended	# Payment Experiences	Total Amount	% of Payments Within Terms
Over 100,000	61	161,450,000	92%

50,000-100,000	16	990,000	62%
15,000-49,999	77	2,040,000	75%
5,000-14,999	78	540,000	72%
1,000-4,999	114	196,500	64%
Under 1,000	186	54,050	69%

Based on payments collected over last 24 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Payment Summary

There are 721 payment experience(s) in D&Bs file for the most recent 24 months, with 421 experience(s) reported during the last three month period.

The highest **Now Owes** on file is 40,000,000 . The highest **Past Due** on file is 3,000,000

Below is an overview of the companys currency-weighted payments, segmented by its suppliers primary industries:

	Total Revd (#)	Total Amts	Largest High Credit	Within Terms (%)	Days Slow			
					<31 (%)	31-60 (%)	61-90 (%)	90> (%)
Top Industries								
Public finance	68	1,772,000	900,000	99	1	0	0	0
Nonclassified	29	3,275,100	3,000,000	7	93	0	0	0
Short-frm busn credit	26	21,021,900	20,000,000	98	1	1	0	0
Electric services	23	1,580,050	900,000	100	0	0	0	0
Whol industrial suppl	18	468,800	250,000	34	17	14	27	8
Telephone communictns	17	13,750	7,500	81	0	0	0	19
Trucking non-local	16	4,851,600	4,000,000	92	4	0	4	0
Misc equipment rental	12	5,317,600	3,000,000	99	1	0	0	0
Misc business credit	11	3,850	1,000	90	10	0	0	0
Whol chemicals	10	776,650	400,000	62	34	4	0	0
Whol electrical equip	9	6,017,800	6,000,000	100	0	0	0	0
Whol industrial equip	9	495,600	400,000	48	0	1	51	0
Railroad	8	8,945,600	5,000,000	61	22	17	0	0
Help supply service	8	124,000	100,000	15	85	0	0	0
Misc business service	8	21,850	20,000	8	0	92	0	0
Mfg computers	7	222,000	100,000	62	33	5	0	0
Natnl commercial bank	7	80,000	30,000	62	19	0	19	0
Mfg process controls	6	133,250	100,000	56	44	0	0	0
Radiotelephone commun	6	146,250	100,000	100	0	0	0	0
Whol computers/softwr	6	167,600	80,000	73	0	27	0	0
Mfg photograph equip	6	31,000	15,000	70	20	2	8	0
Courier service	5	870,000	750,000	92	8	0	0	0
Executive office	5	47,500	30,000	89	11	0	0	0
Photocopying service	5	31,750	30,000	97	3	0	0	0
Police protection	5	27,500	15,000	100	0	0	0	0
Mfg soap/detergents	5	20,000	10,000	37	13	25	0	25
Whol hardware	5	23,500	7,500	31	26	11	16	16
Investment advice	5	6,000	2,500	58	42	0	0	0
Mfg male work clothes	5	3,450	2,500	57	36	0	0	7
Hvy const eqpt rental	5	2,000	1,000	100	0	0	0	0

Mfg fluid milk	5	2,550	1,000	83	0	0	17	0
Gas production/distrib	5	2,350	1,000	15	85	0	0	0
Combination utilities	5	1,950	750	79	21	0	0	0
Whol durable goods	5	2,000	500	100	0	0	0	0
Business consulting	5	650	250	100	0	0	0	0
Mfg fluid meters	4	1,100,500	800,000	55	45	0	0	0
Mfg refrig/heat equip	4	270,000	250,000	50	0	46	0	4
Whol office equipment	4	235,000	200,000	46	46	2	0	6
Mfg air/gas compress	4	209,500	200,000	4	0	48	0	48
Whol electronic parts	4	15,200	15,000	1	49	50	0	0
Whol constl/mine equip	4	12,600	5,000	40	40	0	0	20
Mfg cleaning products	4	6,500	2,500	81	19	0	0	0
Coating/engrave svcs	4	1,950	1,000	55	0	19	26	0
Whol dairy products	4	1,000	750	95	0	0	5	0
Petroleum refining	3	95,000,000	40,000,000	100	0	0	0	0
Mfg valve/pipe fitting	3	935,100	900,000	52	0	48	0	0
Whol plumb/hydraulics	3	325,750	300,000	92	4	0	4	0
Management services	3	260,000	200,000	15	77	0	0	8
Whol groceries	3	66,000	40,000	81	0	19	0	0
Employment agency	3	41,000	30,000	51	12	0	37	0
Mfg relays/controls	3	22,500	15,000	100	0	0	0	0
Detective/guard svcs	3	12,500	5,000	100	0	0	0	0
Ret mail-order house	3	1,150	1,000	91	0	0	9	0
Misc publishing	3	1,500	750	17	50	0	0	33
Mfg extracts/syrup	2	2,060,000	2,000,000	100	0	0	0	0
State commercial bank	2	1,300,000	800,000	50	31	19	0	0
Mfg inorganic chemcls	2	700,000	600,000	93	7	0	0	0
Whol office supplies	2	530,000	500,000	94	3	3	0	0
Reg misc coml sector	2	501,000	500,000	100	0	0	0	0
Data processing svcs	2	300,100	300,000	100	0	0	0	0
Whol petroleum prdts	2	100,250	100,000	50	50	0	0	0
Gravure printing	2	107,500	100,000	7	46	47	0	0
Mfg switchgear-boards	2	52,500	45,000	93	7	0	0	0
Mfg environment cntrl	2	50,000	45,000	100	0	0	0	0
Air courier service	2	31,000	30,000	96	0	2	0	2
Personal credit	2	25,050	25,000	100	0	0	0	0
Mfg ball/roll bearing	2	30,000	25,000	42	58	0	0	0
Whol general grocery	2	20,100	20,000	100	0	0	0	0
Mfg electric test prd	2	22,500	20,000	100	0	0	0	0
Mfg misc office eqpt	2	17,500	15,000	0	43	0	43	14
Newspaper-print/publ	2	8,500	7,500	100	0	0	0	0
Mfg scales/balances	2	3,500	2,500	64	0	36	0	0
Mfg pumping equipment	2	5,000	2,500	0	50	50	0	0
Fire/casualty insur.	2	2,000	1,000	50	50	0	0	0
Whol misc profsn eqpt	2	1,500	1,000	33	0	0	0	67
Mfg industrial valves	2	1,500	1,000	0	100	0	0	0
Adjust/collect svcs	2	1,250	1,000	80	0	0	0	20
Natural gas distrib	2	350	250	100	0	0	0	0
Computer system desgn	2	350	250	71	29	0	0	0
Lithographic printing	2	100	50	100	0	0	0	0
Surety insurance	1	2,000,000	2,000,000	0	0	0	0	100
Mfg pesticides	1	1,000,000	1,000,000	50	0	50	0	0

Mfg plane engine/part	1	300,000	300,000	100	0	0	0	0
Whol grain/field bean	1	300,000	300,000	100	0	0	0	0
Transportation svcs	1	200,000	200,000	0	0	0	100	0
Mfg soft drinks	1	100,000	100,000	100	0	0	0	0
Nonphysical research	1	95,000	95,000	100	0	0	0	0
Mfg public bldg furn	1	55,000	55,000	50	0	50	0	0
Mfg surgical supplies	1	40,000	40,000	0	100	0	0	0
Whol misc coml equip	1	35,000	35,000	50	50	0	0	0
Mfg power transformer	1	35,000	35,000	100	0	0	0	0
Misc repair services	1	30,000	30,000	50	0	50	0	0
Single family homes	1	25,000	25,000	100	0	0	0	0
Mfg plastics/resins	1	20,000	20,000	0	50	50	0	0
Metal sanitary ware	1	20,000	20,000	0	100	0	0	0
Whol drugs/sundries	1	20,000	20,000	50	50	0	0	0
Mfg prefab metal bldg	1	15,000	15,000	100	0	0	0	0
Arrange cargo transpt	1	15,000	15,000	50	50	0	0	0
Accounting services	1	10,000	10,000	50	50	0	0	0
Mfg oil/gas machinery	1	10,000	10,000	0	100	0	0	0
Crude petro pipeline	1	7,500	7,500	100	0	0	0	0
Utility construction	1	7,500	7,500	0	100	0	0	0
Whol service paper	1	5,000	5,000	100	0	0	0	0
Passenger car rental	1	5,000	5,000	0	50	0	0	50
Whol metal	1	5,000	5,000	100	0	0	0	0
Mfg guidance equip	1	2,500	2,500	50	0	50	0	0
Whol nondurable goods	1	2,500	2,500	0	0	100	0	0
Mfg food preparations	1	2,500	2,500	0	0	0	100	0
Ret fuel oil dealer	1	1,000	1,000	100	0	0	0	0
Testing laboratory	1	1,000	1,000	0	0	100	0	0
Mfg fluid power pumps	1	1,000	1,000	100	0	0	0	0
Mfg medical instrmnt	1	1,000	1,000	100	0	0	0	0
Mfg cookies/crackers	1	1,000	1,000	100	0	0	0	0
Truck rental/leasing	1	1,000	1,000	100	0	0	0	0
Whol furniture	1	1,000	1,000	100	0	0	0	0
Mfg chemicals	1	1,000	1,000	100	0	0	0	0
Mfg greeting cards	1	750	750	0	0	0	0	100
Whol piece goods	1	750	750	100	0	0	0	0
Mfg sealing devices	1	750	750	100	0	0	0	0
Mfg glass products	1	250	250	100	0	0	0	0
Mfg coated fabrics	1	250	250	50	0	0	0	50
Whol heating/ac equip	1	250	250	100	0	0	0	0
Whol books/newspapers	1	250	250	0	0	100	0	0
Whol auto parts	1	50	50	50	0	0	50	0
Other payment categories								
Cash experiences	158	46,450	15,000					
Payment record unknown	16	834,500	500,000					
Unfavorable comments	3	3,000	1,000					
Placed for collections	2	N/A	0					
Total in D&B's file	721	166,154,500	40,000,000					

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

Detailed payment history for this company

Date Reported (mm/yy)	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale Within (month)
03/13	Ppt-Slow 30	7,500	2,500	750	N30	1 mo
	Ppt-Slow 30	2,500	250	0	N30	1 mo
	Slow 30-120	250	0	0	N30	6-12 mos
02/13	Ppt	6,000,000	6,000,000	250,000		1 mo
	Ppt	600,000	200,000	0		1 mo
	Ppt	300,000	500	0		1 mo
	Ppt	95,000	20,000	0		1 mo
	Ppt	45,000	40,000	0		1 mo
	Ppt	45,000	0	0		4-5 mos
	Ppt	35,000	25,000	0		6-12 mos
	Ppt	30,000	2,500	0		1 mo
	Ppt	15,000	1,000			2-3 mos
	Ppt	10,000	2,500	0		
	Ppt	10,000	2,500	0		
	Ppt	5,000	0	0		2-3 mos
	Ppt	5,000	2,500	0		1 mo
	Ppt	5,000	0	0		6-12 mos
	Ppt	5,000	0	0		6-12 mos
	Ppt	2,500	1,000	1,000	N30	1 mo
	Ppt	2,500	1,000	0		2-3 mos
	Ppt	2,500	2,500	1,000	N30	1 mo
	Ppt	2,500	2,500	0	N30	1 mo
	Ppt	2,500	0	0		2-3 mos
	Ppt	2,500	0	0		2-3 mos
	Ppt	2,500	0	0		1 mo
	Ppt	2,500	0	0		6-12 mos
	Ppt	2,500	0	0		1 mo
	Ppt	1,000	0	0		2-3 mos
	Ppt	1,000	0	0		6-12 mos
	Ppt	1,000	1,000	0		1 mo
	Ppt	1,000	0	0	N30	1 mo
	Ppt	1,000	0	0		1 mo
	Ppt	1,000	750	0	N30	1 mo
	Ppt	1,000	750	0		1 mo
	Ppt	750	500	0		1 mo
Ppt	750	0	0		6-12 mos	
Ppt	750	0	0		1 mo	
Ppt	750	0	0		6-12 mos	
Ppt	750	0	0		6-12 mos	
Ppt	500	0	0		6-12 mos	
Ppt	500	250	0		1 mo	
Ppt	500	0	0		6-12 mos	
Ppt	500	0	0		6-12 mos	
Ppt	500	500	0		1 mo	

Ppt	250	0	0	6-12 mos
Ppt	250	0	0	2-3 mos
Ppt	250	0	0	6-12 mos
Ppt	250	250	0	1 mo
Ppt	250	0	0	4-5 mos
Ppt	100	0	0	4-5 mos
Ppt	100	0	0	6-12 mos
Ppt	100	100	0	1 mo
Ppt	100	50	0	1 mo
Ppt	100	100	0	1 mo
Ppt	50	0	0 N30	6-12 mos
Ppt	50	0	0	2-3 mos
Ppt-Slow 30	400,000	300,000	100,000	1 mo
Ppt-Slow 30	100,000	10,000	0	1 mo
Ppt-Slow 30	2,500	0		1 mo
Ppt-Slow 30	1,000	1,000	0	1 mo
Ppt-Slow 30	500	0	0	6-12 mos
Ppt-Slow 45	20,000	15,000	10,000 N30	1 mo
Ppt-Slow 45	500	500	0	1 mo
Ppt-Slow 60	500,000	200,000	55,000	1 mo
Ppt-Slow 90	1,000	750	750	6-12 mos
Ppt-Slow 120	2,500	1,000	0	1 mo
Ppt-Slow 150+	20,000	1,000	250	1 mo
Slow 15	500	500	500	
Slow 30	15,000	0	0	6-12 mos
Slow 30	2,500	0	0	6-12 mos
Slow 30	2,500	0	0	2-3 mos
Slow 30	1,000	0	0	2-3 mos
Slow 45	100	100	100	
Slow 30-60	20,000	20,000	20,000	1 mo
Slow 60	5,000	2,500	2,500	2-3 mos
Slow 60	2,500	0	0	6-12 mos
Slow 90	1,000	0	0	4-5 mos
Slow 90+	50	50	50	
Slow 15-120	5,000	5,000	5,000	6-12 mos
(080)	0	0	0 Cash account	1 mo

Payments Detail Key: 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

Public Filings

Currency: Shown in USD unless otherwise indicated 

Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-

Judgments	4	12/14/12
Liens	6	04/18/12
Suits	44	07/13/12
UCCs	448	11/28/12

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Judgments

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Judgment award	117,000
Status	Unsatisfied
DOCKET NO.	DJ 262716 12
Judgment type	Foreign judgment
In favor of	BEELINE PETRO INC, COCOA, FL
Where filed	SUPERIOR COURT OF NEW JERSEY, TRENTON, NJ

Date status attained	12/14/12
Date entered	12/14/12
Latest Info Received	12/24/12

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Judgment award	99,181
Status	Unsatisfied
DOCKET NO.	DJ 262780 12
Judgment type	Foreign judgment
Where filed	SUPERIOR COURT OF NEW JERSEY, TRENTON, NJ

Date status attained	12/14/12
Date entered	12/14/12
Latest Info Received	12/24/12

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Judgment award	50,000
Status	Unsatisfied
DOCKET NO.	201000000851C
Judgment type	Judgment
In favor of	LEIDICH, HEATHER, BETHLEHEM, PA
Where filed	LEHIGH COUNTY PROTHONOTARY, ALLENTOWN, PA

Date status attained	06/13/11
Date entered	06/13/11
Latest Info Received	08/26/11

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Judgment award	3,156
Status	Unsatisfied
DOCKET NO.	DC 018407 09
Judgment type	Judgment
Where filed	SPECIAL CIVIL/SMALL CLAIMS COURT OF BERGEN COUNTY, HACKENSACK, NJ

Date status attained	09/23/09
Date entered	09/23/09
Latest Info Received	11/20/09

Liens

A lien holder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lien holder against a debtor may be indicative of such an occurrence.

Amount 2,078
Status Open
DOCKET NO. DJ 080917 12
Type State Tax
Filed By DIV OF EMPLOYER ACCOUNTS
Against HESS CORPORATION, WOODBRIDGE, NJ AND OTHERS
Where Filed SUPERIOR COURT OF NEW JERSEY, TRENTON, NJ
Date Status Attained 04/18/12
Date Filed 04/18/12
Latest Info Received 04/20/12

Amount 3,432
Status Open
BOOK/PAGE 410/242
Type State Tax
Filed By STATE OF MARYLAND
Against HESS CORP., BALTIMORE, MD
Where Filed ANNE ARUNDEL COUNTY CIRCUIT COURT, ANNAPOLIS, MD
Date Status Attained 08/17/11
Date Filed 08/17/11
Latest Info Received 10/07/11

Amount 27,358
Status Open
DOCKET NO. DJ 163662 11
Type State Tax
Filed By DIV OF EMPLOYER ACCOUNTS
Against HESS CORPORATION, WOODBRIDGE, NJ AND OTHERS
Where Filed SUPERIOR COURT OF NEW JERSEY, TRENTON, NJ
Date Status Attained 06/09/11
Date Filed 06/09/11
Latest Info Received 09/13/11

Amount 4,518
Status Open
DOCKET NO. 91/329099
Type State Tax
Filed By STATE OF MISSISSIPPI
Against AMERADA HESS CORP, WOODBRIDGE, NJ
Where Filed HINDS COUNTY CIRCUIT COURT - JACKSON, JACKSON, MS
Date Status Attained 04/06/07
Date Filed 04/06/07
Latest Info Received 04/19/07

Amount 9,381
Status Open

FILING NO. 11349210028N04051
Type State Tax
Filed By STATE OF TEXAS
Against AMERADA HESS CORPORATION, HOUSTON, TX
Where Filed HARRIS COUNTY RECORDERS OFFICE, HOUSTON, TX
Date Status Attained 11/10/05
Date Filed 11/10/05
Latest Info Received 11/18/05

Amount 705
Status Open
FILING NO. 11349210028N03041
Type State Tax
Filed By STATE OF TEXAS
Against AMERADA HESS CORPORATION, HOUSTON, TX
Where Filed HARRIS COUNTY RECORDERS OFFICE, HOUSTON, TX
Date Status Attained 05/06/05
Date Filed 05/06/05
Latest Info Received 05/13/05

Suits

Status Pending
DOCKET NO. 201200701963
Plaintiff HALL, SHIRLEY, PHILADELPHIA, PA
Defendant HESS CORPORATION, PHILADELPHIA, PA AND OTHERS
Cause Negligence
Where filed PHILADELPHIA COUNTY COMMON PLEAS COURT, PHILADELPHIA, PA

Date status attained 07/13/12
Date filed 07/13/12
Latest Info Received 08/24/12

Status Pending
DOCKET NO. 201200005571C
Defendant HESS CORP, WOODBRIDGE, NJ AND OTHERS
Cause TORT
Where filed BALTIMORE COUNTY CIRCUIT COURT, BALTIMORE, MD

Date status attained 05/24/12
Date filed 05/24/12
Latest Info Received 06/01/12

Status Pending
DOCKET NO. 201200005570C
Plaintiff OTOOLE, PAULINE, TOWSON, MD
Defendant HESS CORP, WOODBRIDGE, NJ AND OTHERS
Cause TORT
Where filed BALTIMORE COUNTY CIRCUIT COURT, BALTIMORE, MD

Date status attained 05/24/12
Date filed 05/24/12
Latest Info Received 06/01/12

Status Pending
DOCKET NO. 201200005569C
Plaintiff BROWN, MILTON D, TOWSON, MD
Defendant HESS CORP, WOODBRIDGE, NJ AND OTHERS
Cause TORT
Where filed BALTIMORE COUNTY CIRCUIT COURT, BALTIMORE, MD

Date status attained 05/24/12
Date filed 05/24/12
Latest Info Received 06/01/12

Status Pending
DOCKET NO. 201200005568C
Plaintiff TSOTTLES, LENI, TOWSON, MD
Defendant HESS CORP, WOODBRIDGE, NJ AND OTHERS
Cause TORT
Where filed BALTIMORE COUNTY CIRCUIT COURT, BALTIMORE, MD

Date status attained 05/24/12
Date filed 05/24/12
Latest Info Received 06/01/12

Status Pending
DOCKET NO. 201200005566C
Plaintiff MORELAND, JAMES, TOWSON, MD
Defendant HESS CORP, WOODBRIDGE, NJ AND OTHERS
Cause TORT
Where filed BALTIMORE COUNTY CIRCUIT COURT, BALTIMORE, MD

Date status attained 05/24/12
Date filed 05/24/12
Latest Info Received 06/01/12

Status Pending
DOCKET NO. 201200008772
Plaintiff ELGEE SAVAR INC, BENSLEM, PA
Defendant HESS CORPORATION, WOODBRIDGE, NJ
Cause Breach of contract
Where filed MONTGOMERY COUNTY PROTHONOTARY, NORRISTOWN, PA

Date status attained 04/09/12
Date filed 04/09/12
Latest Info Received 04/13/12

Status Pending
DOCKET NO.

DOCKET NO. 201200400453
Plaintiff HALL, SHIRLEY, PHILADELPHIA, PA
Defendant HESS CORPORATION, PHILADELPHIA, PA AND OTHERS
Cause Negligence
Where filed PHILADELPHIA COUNTY COMMON PLEAS COURT, PHILADELPHIA, PA

Date status attained 04/04/12
Date filed 04/04/12
Latest Info Received 04/06/12

Status Pending
DOCKET NO. 201200002531C
Plaintiff COLONELL, RICHARD, TOWSON, MD
Defendant HESS CORP, WOODBRIDGE, NJ AND OTHERS
Cause CIVIL ACTION
Where filed BALTIMORE COUNTY CIRCUIT COURT, BALTIMORE, MD

Date status attained 03/07/12
Date filed 03/07/12
Latest Info Received 03/16/12

Status Pending
DOCKET NO. 201200002532C
Plaintiff CLEVENGER, BONNIE, TOWSON, MD
Defendant HESS CORP, WOODBRIDGE, NJ AND OTHERS
Cause CIVIL ACTION
Where filed BALTIMORE COUNTY CIRCUIT COURT, BALTIMORE, MD

Date status attained 03/07/12
Date filed 03/07/12
Latest Info Received 03/16/12

If it is indicated that there are defendants other than the report subject, the lawsuit may be an action to clear title to property and does not necessarily imply a claim for money against the subject.

UCC Filings

Collateral All Assets
Type Original
Sec. Party MANUFACTURERS AND TRADERS TRUST COMPANY, BUFFALO, NY
Debtor SWARTZ MART, INC., WAPPINGERS FALLS, NY
Filing No. 0502255164352
Filed With SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date Filed 2005-02-25
Latest Info Received 03/03/05

Type Continuation
Sec. Party MANUFACTURERS AND TRADERS TRUST COMPANY, BUFFALO, NY
Debtor SWARTZ MART, INC., WAPPINGERS FALLS, NY

Filing No. 0909155829125
Filed With SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date Filed 2009-09-15
Latest Info Received 10/20/09
Original UCC Filed Date 2005-02-25
Original Filing No. 0502255164352

Collateral Negotiable instruments including proceeds and products - Account(s) including proceeds and products - General intangibles(s) including proceeds and products - Chattel paper including proceeds and products - and OTHERS
Type Original
Sec. Party NYCEEC FUEL CONVERSION RECEIVABLES LLC, NEW YORK, NY
Debtor HESS CORPORATION, WOODBRIDGE, NJ
Filing No. 2012 2581397
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2012-07-03
Latest Info Received 07/25/12

Collateral Negotiable instruments and proceeds - Account(s) and proceeds - Chattel paper and proceeds
Type Original
Sec. Party BANCO BILBAO VIZCAYA ARGENTARIA, S.A., NEW YORK, NY
Debtor HESS CORPORATION
Filing No. 2008 0282317
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2008-01-23
Latest Info Received 02/21/08

Collateral Negotiable instruments and proceeds - Account(s) and proceeds - Assets and proceeds - Computer equipment and proceeds
Type Original
Sec. Party HESS RECEIVABLES LLC, NEW YORK, NY
Assignee THE BANK OF TOKYO-MITSUBISHI UFJ, LTD., NEW YORK BRANCH, AS ADMINISTRATIVE AGENT, NEW YORK, NY
Debtor HESS CORPORATION
Filing No. 6445432 8
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2006-12-19
Latest Info Received 02/15/07

Collateral Inventory and proceeds - Account(s) and proceeds - Assets and proceeds - Computer equipment and proceeds - and OTHERS
Type Amendment
Sec. Party HESS RECEIVABLES LLC, NEW YORK, NY THE BANK OF TOKYO-MITSUBISHI UFJ, LTD., NEW YORK BRANCH, AS ADMINISTRATIVE AGENT, NEW YORK, NY

Debtor HESS CORPORATION
Filing No. 2011 2878000
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2011-07-25
Latest Info Received 08/18/11
Original UCC Filed Date 2006-12-19
Original Filing No. 6445432 8

Collateral Accounts receivable including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - General intangibles(s) including proceeds and products - and OTHERS
Type Original
Sec. Party CORE-MARK MIDCONTINENT, INC., LEITCHFIELD, KY
Debtor HESS AIRPORT ROAD, NAPLES, FL
Filing No. 200807666821
Filed With SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL

Date Filed 2008-02-18
Latest Info Received 03/07/08

Collateral Accounts receivable and proceeds - Inventory and proceeds - Account(s) and proceeds - General intangibles(s) and proceeds - and OTHERS
Type Amendment
Sec. Party CORE-MARK MIDCONTINENT, INC., LEITCHFIELD, KY
Debtor HESS AIRPORT ROAD, NAPLES, FL
Filing No. 20080787422X
Filed With SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL

Date Filed 2008-03-17
Latest Info Received 04/17/08
Original UCC Filed Date 2008-02-18
Original Filing No. 200807666821

Collateral Leased Inventory including proceeds and products - Contract rights including proceeds and products - Leased Equipment including proceeds and products
Type Original
Sec. Party TARGET LOGISTICS MANAGEMENT, BOSTON, MA
Debtor HESS CORPORATION, HOUSTON, TX
Filing No. 2011 1980013
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2011-05-25
Latest Info Received 06/15/11

Collateral Leased Inventory including proceeds and products - Leased Assets including proceeds and products - Contract rights including proceeds and products - Leased Communications equipment including proceeds and products - and OTHERS

Type Amendment
Sec. Party TARGET LOGISTICS MANAGEMENT, BOSTON, MA
Debtor HESS CORPORATION, HOUSTON, TX
Filing No. 2011 2441098
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2011-06-24
Latest Info Received 07/13/11
Original UCC Filed Date 2011-05-25
Original Filing No. 2011 1980013

Collateral Contract rights including proceeds and products - Equipment including proceeds and products
Type Assignment
Sec. Party INTEGRITY BANK, HOUSTON, TX TEXAS LEASING COMPANY, LLC
Debtor HESS CORPORATION, HOUSTON, TX
Filing No. 2011 3173120
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2011-07-27
Latest Info Received 09/08/11
Original UCC Filed Date 2011-05-25
Original Filing No. 2011 1980013

Collateral Contract rights including proceeds and products - Equipment including proceeds and products
Type Assignment
Sec. Party FIRST NATIONAL BANK, JASPER, TX TEXAS LEASING COMPANY, LLC
Debtor HESS CORPORATION, HOUSTON, TX
Filing No. 2011 3182246
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2011-07-28
Latest Info Received 09/08/11
Original UCC Filed Date 2011-05-25
Original Filing No. 2011 1980013

Collateral Contract rights including proceeds and products - Equipment including proceeds and products
Type Assignment
Sec. Party RUTH AND TED BAUER FAMILY FOUNDATION, HOUSTON, TX TEXAS LEASING COMPANY, LLC
Debtor HESS CORPORATION, HOUSTON, TX
Filing No. 2011 3182550
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2011-07-28
Latest Info Received 09/08/11
Original UCC Filed Date 2011-05-25
Original Filing No. 2011 1980013

Collateral Contract rights including proceeds and products - Equipment including proceeds and products
Type Assignment
Sec. Party TEXAS LEASING COMPANY, LLC THE VICTORY BANK, LIMERICK, PA
Debtor HESS CORPORATION, HOUSTON, TX
Filing No. 2011 3182147
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2011-07-28
Latest Info Received 09/08/11
Original UCC Filed Date 2011-05-25
Original Filing No. 2011 1980013

Collateral Contract rights including proceeds and products - Equipment including proceeds and products
Type Assignment
Sec. Party R & D BAUER VENTURES, LP, HOUSTON, TX TEXAS LEASING COMPANY, LLC
Debtor HESS CORPORATION, HOUSTON, TX
Filing No. 2011 3182691
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2011-07-28
Latest Info Received 09/08/11
Original UCC Filed Date 2011-05-25
Original Filing No. 2011 1980013

Collateral Contract rights including proceeds and products - Equipment including proceeds and products
Type Assignment
Sec. Party DAVID W. GILBERT PROFIT SHARING, DALLAS, TX TEXAS LEASING COMPANY, LLC
Debtor HESS CORPORATION, HOUSTON, TX
Filing No. 2011 3182642
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2011-07-28
Latest Info Received 09/08/11
Original UCC Filed Date 2011-05-25
Original Filing No. 2011 1980013

Collateral Contract rights including proceeds and products - Equipment including proceeds and products
Type Assignment
Sec. Party PECOS COUNTY STATE BANK, FORT STOCKTON, TX TEXAS LEASING COMPANY, LLC
Debtor HESS CORPORATION, HOUSTON, TX
Filing No. 2011 3182394
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2011-07-28
Latest Info Received 09/08/11

Original UCC Filed Date 2011-05-25
Original Filing No. 2011 1980013

Collateral Contract rights including proceeds and products - Equipment including proceeds and products
Type Assignment
Sec. Party FIRST STATE BANK OF LIVINGSTON, LIVINGSTON, TX TEXAS LEASING COMPANY, LLC
Debtor HESS CORPORATION, HOUSTON, TX
Filing No. 2011 3182212
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2011-07-28
Latest Info Received 09/08/11
Original UCC Filed Date 2011-05-25
Original Filing No. 2011 1980013

Collateral Contract rights including proceeds and products - Equipment including proceeds and products
Type Assignment
Sec. Party DAVID W. GILBERT & ASSOCIATES, DALLAS, TX TEXAS LEASING COMPANY, LLC
Debtor HESS CORPORATION, HOUSTON, TX
Filing No. 2011 3182618
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2011-07-28
Latest Info Received 09/08/11
Original UCC Filed Date 2011-05-25
Original Filing No. 2011 1980013

Collateral Account(s) and proceeds - Chattel paper and proceeds - Contract rights and proceeds - General
intangibles(s) and proceeds - Equipment and proceeds
Type Original
Sec. Party DEERE CREDIT, INC., JOHNSTON, IA
Debtor HESS CORPORATION, TIOGA, ND
Filing No. 2012 0104333
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2012-01-10
Latest Info Received 02/06/12

Collateral Account(s) and proceeds - Chattel paper and proceeds - Contract rights and proceeds - General
intangibles(s) and proceeds - Equipment and proceeds
Type Original
Sec. Party DEERE CREDIT, INC., JOHNSTON, IA
Debtor HESS CORPORATION, WILLISTON, ND
Filing No. 2009 2795679
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2009-08-31
Latest Info Received 09/30/09

Type Amendment
Sec. Party DEERE CREDIT, INC.
Debtor HESS CORPORATION, WILLISTON, ND
Filing No. 2009 2796370
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2009-08-31
Latest Info Received 09/30/09
Original Filing No. 2009 2795679

Collateral Account(s) and proceeds - Business machinery/equipment and proceeds - Computer equipment and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds

Type Original
Sec. Party BANC OF AMERICA LEASING & CAPITAL, LLC, TROY, MI
Debtor HESS CORPORATION, WOODBRIDGE, NJ
Filing No. 2008 3290580
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2008-09-29
Latest Info Received 10/30/08

Collateral Account(s) and proceeds - Communications equipment and proceeds - Computer equipment and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds

Type Original
Sec. Party BANC OF AMERICA LEASING & CAPITAL, LLC, TROY, MI
Debtor HESS CORPORATION, WOODBRIDGE, NJ
Filing No. 2008 3114178
Filed With SECRETARY OF STATE/UCC DIVISION, DOVER, DE

Date Filed 2008-09-15
Latest Info Received 10/16/08

There are additional UCCs in D&Bs file on this company available by contacting 1-800-234-3867.
There may be additional suits, liens, or judgments in D&B's file on this company available in the U.S. Public Records Database, also covered under your PPP for D&Bi contract. If you would like more information on this database, please contact the Customer Resource Center at 1-800-234-3867.

Government Activity

Activity summary

Borrower (Dir/Guar)	NO
Administrative Debt	NO
Contractor	YES
Grantee	NO
Party excluded from federal program(s)	NO

Possible candidate for socio-economic program consideration

Labour Surplus Area	N/A
Small Business	N/A
8(A) firm	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Special Events

Currency: Shown in USD unless otherwise indicated 

Special Events

01/31/2013 -CLOSING OF BRANCH/DIVISION :

According to published reports, Hess Corporation announced the closing of its Port Reading, N.J. refinery.

01/30/2013 -CLOSING OF BRANCH/DIVISION :

According to published reports, Hess announced that it will close its Woodbridge petroleum refinery by the end of February.

11/14/2012 -ANNOUNCED SALE OF ASSET :

According to published reports, Hess Corp., DUNS 006979785, (New York, NY), announced that it will pursue the sale of its Russian subsidiary, Samara-Nafta.

11/07/2012 -HURRICANE SANDY 2012 :

This business is located in a FEMA designated disaster zone impacted by the effects of Hurricane Sandy. It is reported that millions of people and businesses along the East Coast experienced power outages up to 10 days. The extent of impact to this business is currently unknown, additional information may be provided as it becomes available.

11/06/2012 -EARNINGS UPDATE :

According to published reports, comparative operating results for the 9 months ended September 30, 2012: Revenue of \$28,675,000,000, Net Income of \$1,687,000,000; compared to Revenue of \$29,047,000,000, Net Income of \$1,810,000,000 for the comparable period in the prior year.

09/19/2012 -ANNOUNCED PURCHASE OF ASSET :

According to published reports, Hess Corp., DUNS 006979785, (New York, NY), announced that it is buying the natural gas marketing arm of Delta Energy LLC, DUNS 142911085, (Dublin, OH). Financial terms were not disclosed. The companies expect to complete the deal in the next three months.

08/09/2012 -OFFICER CHANGE :

According to published reports, Hess Corporation announced the company elected Sam Nunn to its Board of Directors.

07/27/2012 -EARNINGS UPDATE :

According to published reports, comparative operating results for the 6 months ended June 30, 2012: Revenue of \$19,056,000,000, Net Income of \$1,095,000,000; compared to Revenue of \$20,321,000,000, Net Income of \$1,543,000,000 for the comparable period in the prior year.

05/30/2012 -ANNOUNCED SALE OF ASSET :

According to published reports, Hess Corporation, DUNS 006979785, (New York, NY) announced that it had reached agreement with Royal Dutch Shell to sell its 15.67 percent interest in the BP-operated Schiehallion field, its associated share in the Schiehallion Floating, Production, Storage and Offloading vessel and the West of Shetland pipeline system. The sale is subject to regulatory approval and is expected to complete later this year.

04/27/2012 -EARNINGS UPDATE :

According to published reports, comparative operating results for the 3 months ended March 31, 2012: Revenue of \$9,747,000,000, Net Income of \$560,000,000; compared to Revenue of \$10,515,000,000, Net Income of \$974,000,000 for the comparable period in the prior year.

History & Operations

Currency: Shown in USD unless otherwise indicated 

Company Overview

Company Name:	HESS CORPORATION
Street Address:	1185 Avenue Of The Americas New York , NY 10036
Phone:	212 997-8500
Fax:	212-536-8390
URL:	http://www.hess.com
Stock Symbol:	HES
History	Is clear
Operatlons	Profitable
Present management control	93 years

History

The following information was reported: **02/06/2013**

Officer(s): JOHN B. HESS, CEO-CHB+
JOHN P RIELLY, SR V PRES-CFO
TIMOTHY B GOODELL, SR V PRES-GENERAL COUNSEL
GREGORY P HILL, EXEC V PRES+
F BORDEN WALKER, EXEC V PRES-PRES MKT & REFINING+

DIRECTOR(S) : The officers identified by (+) and Samuel W Bodman, Nicholas F Brady, Edith E Holiday, Thomas H Kean, Craig G Matthews, Risa Lavisso-Mourey, John H Mullin III, Frank A Olson, Ernst H von Metzsch, Robert N Wilson, and Sam Nunn.

The Company was incorporated in the State of Delaware on February 07, 1920.
Business started 1920.

The Company's common stock is traded on the New York Stock Exchange under the symbol "HES ". As of December 31, 2011, there were 5,635 stockholders of record. As of March 7, 2012, those shareholders identified by the Company as beneficially owning 5% or more of the outstanding shares were :

John B. Hess (10.60%); Eugene W. Goodwillie, Jr. (9.0%); Thomas H. Kean (7.43%) and Nicholas F. Brady (5.57%). As of the same date, officers and directors as a group beneficially owned 11.44% of the outstanding shares.

RECENT EVENTS :

On February 6, 2013, sources stated that Hess Corporation, New York, NY, has announced on January 28, 2013, will permanently close its Woodbridge petroleum refinery by the end of February 2013. Further details are unavailable.

On February 6, 2013, sources stated that Hess Corporation, New York, NY, has announced the closing of its Port Reading, N.J. refinery, on February 3, 2013. Further details are not available.

On September 8, 2011, the Company completed the acquisition of Marquette Exploration LLC. With the acquisition, Marquette Exploration LLC, has merged with and into Hess Corporation. With that, Marquette Exploration LLC, will cease to exist as a legal operating entity. Hess Corporation acquired 85,000 net acres at a cost of approximately \$750 million.

On January 5, 2011, American Oil & Gas, Inc., Houston, TX, was acquired by Hess Corporation. With this acquisition, American Oil & Gas, Inc. changed its legal business name to Hess Bakken Investments I Corporation and will now operate as a wholly-owned subsidiary of the Company.

JOHN B. HESS. Serves as Chairman of the Board of Directors and Chief Executive Officer of the Company. He is a Director since 1978. He is a general partner of KKR & Co. L.P.

JOHN P RIELLY. He is the Senior Vice President and Chief Financial Officer of the company since 2002. He also served as Vice President and Controller of the Company. Prior to his employment in the Company in April 2001, he has been a partner of Ernst & Young LLP.

TIMOTHY B GOODELL. He is the Senior Vice President and General Counsel of the Company since 2009. He was a partner in the law firm of White & Case LLP. .

GREGORY P HILL. Director since 2009. He is the Executive Vice President and President, Worldwide Exploration and Production of the Company. He has over 25 years experience in the oil and gas industry.

F BORDEN WALKER. He is the Executive Vice President and President of Marketing and Refining of the Company since 1996. He is also a Director since 2004. He has over 30 years experience in the oil and gas industry.

SAMUEL W BODMAN. Director since 2009. He is the former Secretary of the United States Department of Energy.

NICHOLAS F BRADY. Director since 1994. He is the Chairman of Choptank Partners, Inc.

EDITH E HOLIDAY. Director since 1993. He is the former Assistant to the President of the United States and Secretary of the Cabinet.

THOMAS H KEAN. Director since 1990. He is the President of THK Consulting, LLC.

CRAIG G MATTHEWS. Director since 2002. He is the former Vice Chairman and Chief Operating Officer of KeySpan Corporation.

RISA LAVIZZO-MOUREY. Director since 2004. He is the President and Chief Executive Officer of The Robert Wood Johnson Foundation.

JOHN H MULLIN III. Director since 2007. He is the Chairman of Ridgeway Farm LLC.

FRANK A OLSON. Director since 1998. He is the former Chairman of the Board and Chief Executive Officer of The Hertz Corporation.

ERNST H VON METZSCH. Director since 2003. He is the Managing Member of Cambrian Capital, L.P.

ROBERT N WILSON. Director since 1996. He is the Chairman of Still River Systems.

SAM NUNN. Currently served as co-chairman and chief executive officer of the Nuclear Threat Initiative.

Operations

02/06/2013

The Company along with its subsidiaries, operates an integrated energy business that operates in two segments:

Exploration and Production; and Marketing and Refining.

Exploration and Production segment explores for, develops, produces, purchases, transports and sells crude oil and natural gas.

Description: Marketing and Refining segment manufactures refined petroleum products and purchases, markets and trades refined petroleum products, natural gas and electricity.

Terms Natural gas: Long-term contracts; other products principally Net 30 days; retails for cash. Sells to motoring public, wholesale distributors, industrial and commercial users, other petroleum companies, governmental agencies and public utilities; as well as other industrial and commercial customers. Territory : International.

Nonseasonal.

Employees: 14,350 which includes officer(s). 254 employed here.

Facilities: Occupies premises in a building.

Location: Central business section on main street.

Branches: This business has multiple branches, detailed branch information is available in D & B's linkage or family tree products.

Subsidiaries: This business has multiple subsidiaries, detailed subsidiary information is available in D & B's linkage or family tree products.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

1311 0101 Crude petroleum production

1311 0102 Natural gas production

2911 0000 Petroleum refining

5171 9901 Petroleum bulk stations

5171 9902 Petroleum terminals

5541 9901 Filling stations, gasoline

4911 9903 Transmission, electric power

NAICS:

211111 Crude Petroleum and Natural Gas Extraction

211111 Crude Petroleum and Natural Gas Extraction

324110 Petroleum Refineries

424710 Petroleum Bulk Stations and Terminals

424710 Petroleum Bulk Stations and Terminals

447190 Other Gasoline Stations

221121 Electric Bulk Power Transmission and Control

Financials

Currency: Shown in USD unless otherwise indicated 

Company Financials: D&B

04/03/2012

Three-year Statement Comparative:

	Fiscal Consolidated Dec 31 2011 (in thousands)	Fiscal Consolidated Dec 31 2010 (in thousands)	Fiscal Consolidated Dec 31 2009 (in thousands)
Current Assets	8,339,000	8,780,000	7,987,000
Current Liabilities	8,100,000	7,613,000	6,850,000
	1.03	1.15	1.17
Working Capital	239,000	1,167,000	1,137,000
Other Assets	30,797,000	26,616,000	21,478,000
Net Worth	18,592,000	16,809,000	13,528,000
Sales	37,871,000	34,613,000	29,569,000

Long Term Liab	12,444,000	10,974,000	9,087,000
Net Profit (Loss)	1,676,000	2,138,000	807,000

Company Financial: EDGAR (Annual Statements)

Balance Sheet

Period Ending	Fiscal Consolidated Dec 31 2012	Fiscal Consolidated Dec 31 2011	Fiscal Consolidated Dec 31 2010
ASSETS			
Current Assets			
Cash and Cash Equivalents	642,000,000	351,000,000	1,608,000,000
Short Term Investments	UN	UN	UN
Net Trade Receivables	4,338,000,000	5,011,000,000	4,718,000,000
Inventory	1,259,000,000	1,423,000,000	1,452,000,000
Other Current Assets	2,148,000,000	1,554,000,000	1,002,000,000
Total Current Assets	8,387,000,000	8,339,000,000	8,780,000,000
Furnitures and Fixtures	28,807,000,000	24,712,000,000	21,127,000,000
Long Term Investments	443,000,000	384,000,000	443,000,000
Deferred Long Term Asset Charges	3,126,000,000	2,941,000,000	2,167,000,000
Other Assets	470,000,000	455,000,000	471,000,000
Goodwill	2,208,000,000	2,305,000,000	2,408,000,000
Total Assets	43,441,000,000	39,136,000,000	35,396,000,000
Accumulated Amortization	UN	UN	UN
Intangible Assets	0	0	0
LIABILITIES			
Current Liabilities			
Accounts Payable	7,595,000,000	8,048,000,000	7,567,000,000
Short Term And Current Long Term Debt	787,000,000	52,000,000	46,000,000
Other Current Liabilities	UN	UN	UN
Total Current Liabilities	8,382,000,000	8,100,000,000	7,613,000,000
Long Term Debt	7,324,000,000	6,005,000,000	5,537,000,000
Deferred Long Term Liability Charges	2,662,000,000	2,843,000,000	2,995,000,000
Negative Goodwill	UN	UN	UN
Minority Interest	113,000,000	76,000,000	120,000,000
Other Liabilities	3,870,000,000	3,596,000,000	2,442,000,000
Misc Stocks Options Warrant	UN	UN	UN
Total Liabilities	22,351,000,000	20,620,000,000	18,707,000,000
SHAREHOLDER'S EQUITY			
Preferred Stock Amount	UN	UN	UN
Common Stock	342,000,000	340,000,000	338,000,000
Retained Earnings	17,717,000,000	15,826,000,000	14,254,000,000
Treasury Stock	UN	UN	UN
Capital Surplus	3,524,000,000	3,417,000,000	3,256,000,000
Other Equity	-493,000,000	-1,067,000,000	-1,159,000,000
Total Equity	21,090,000,000	18,516,000,000	16,689,000,000

Income Statement

Period Ending	Fiscal Consolidated Dec 31 2012	Fiscal Consolidated Dec 31 2011	Fiscal Consolidated Dec 31 2010
Sales (Revenue)	37,691,000,000	38,466,000,000	33,862,000,000
Cost of Revenue	24,917,000,000	26,774,000,000	23,407,000,000
Gross Profit	12,774,000,000	11,692,000,000	10,455,000,000
Sales And General Admin	4,682,000,000	4,294,000,000	3,820,000,000
Research and Development Expense	UN	UN	UN
Non Recurring Expenses	1,668,000,000	1,553,000,000	1,397,000,000
Other Operating Items	UN	UN	UN
Operating Income	3,475,000,000	3,439,000,000	2,921,000,000
Net Total Other Income and Expenses	682,000,000	478,000,000	1,273,000,000
Earnings Before Interest and Taxes	4,157,000,000	2,844,000,000	3,672,000,000
Interest Expense	419,000,000	383,000,000	361,000,000
Earning Before Tax	3,738,000,000	2,461,000,000	3,311,000,000
Income Tax Expense	1,675,000,000	785,000,000	1,173,000,000
Equity Earnings or Loss	UN	UN	UN
Minority Interest Expense	38,000,000	-27,000,000	13,000,000
Net Income From Continuing Operations	2,025,000,000	630,000,000	1,603,000,000
Discontinued Operations	UN	UN	UN
Effect of Accounting Changes	UN	UN	UN
Extraordinary Items	UN	UN	UN
Other Non-Operating Expenses	0	1,073,000,000	522,000,000
Net Income	2,025,000,000	1,703,000,000	2,125,000,000
Preferred Stocks and Other Adjustments	UN	UN	UN
Net Income Applicable to Common Shares	2,025,000,000	1,703,000,000	2,125,000,000

Statement of Cash Flow

Period Ending	Fiscal Consolidated Dec 31 2012	Fiscal Consolidated Dec 31 2011	Fiscal Consolidated Dec 31 2010
Depreciation	2,949,000,000	2,406,000,000	2,317,000,000
Net Income Adjustments	254,000,000	1,205,000,000	-34,000,000
Changes in Liabilities	-2,000,000	590,000,000	1,236,000,000
Changes in Accounts Receivables	634,000,000	-243,000,000	-760,000,000
Changes in Inventories	168,000,000	4,000,000	-16,000,000
Changes in Other Operating Activities	-406,000,000	-654,000,000	-351,000,000
Net Cash Flows - Operating Activities	5,660,000,000	4,984,000,000	4,530,000,000
Capital Expenditures	-7,795,000,000	-7,006,000,000	-5,492,000,000
Investments	UN	UN	UN
Other Cash Flows from Investing Activities	744,000,000	440,000,000	233,000,000
Net Cash Flows - Investing Activities	-7,051,000,000	-6,566,000,000	-5,259,000,000
Dividends Paid	-171,000,000	-136,000,000	-131,000,000
Sale and Purchase of Stock	8,000,000	39,000,000	8,000,000
Net Borrowings	1,845,000,000	422,000,000	1,098,000,000
Other Cash Flows from Financing Activities	UN	UN	UN
Net Cash Flows - Financing Activities	1,682,000,000	325,000,000	975,000,000
Effect of Exchange Rate	UN	UN	UN
Change in Cash and Cash Equivalents	291,000,000	-1,257,000,000	246,000,000

Financial Ratios

Period Ending	Fiscal Consolidated Dec 31 2012	Fiscal Consolidated Dec 31 2011	Fiscal Consolidated Dec 31 2010
Solvency Ratios			
	1.00	1.03	1.15
	UN	UN	UN
	665.77	569.22	524.31
Cash Ratio	UN	UN	UN
Efficiency Ratios			
	0.20	0.21	0.22
Profitability Ratios			
	9.60	9.20	12.73
	4.66	4.35	6.00
	11.03	7.39	10.84
	33.89	30.40	30.88
	9.22	8.94	8.63
	9.92	6.40	9.78
	5.37	4.43	6.28
Pre-Tax Return on Equity (%)	17.72	13.29	19.84
After Tax Return on Equity (%)	9.60	9.20	12.73

Note:UN=Unavailable

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Company Financial: EDGAR (Quarterly Statements)

Balance Sheet

Quarter	Q4	Q3	Q2	Q1
Quarter Ending	Dec 31 2012	Sep 30 2012	Jun 30 2012	Mar 31 2012
ASSETS				
Current Assets				
Cash and Cash Equivalents	642,000,000	528,000,000	409,000,000	396,000,000
Short Term Investments	UN	UN	UN	UN
Net Trade Receivables	4,338,000,000	4,244,000,000	4,508,000,000	4,984,000,000
Inventory	1,259,000,000	1,218,000,000	1,309,000,000	1,411,000,000
Other Current Assets	2,148,000,000	2,167,000,000	1,699,000,000	1,421,000,000
Total Current Assets	8,387,000,000	8,157,000,000	7,925,000,000	8,212,000,000
Furnitures and Fixtures	28,807,000,000	28,144,000,000	26,556,000,000	26,052,000,000
Long Term Investments	443,000,000	401,000,000	450,000,000	415,000,000
Deferred Long Term Asset Charges	3,126,000,000	2,872,000,000	2,973,000,000	3,231,000,000
Other Assets	470,000,000	430,000,000	444,000,000	444,000,000
Goodwill	2,208,000,000	2,208,000,000	2,266,000,000	2,293,000,000
Total Assets	43,441,000,000	42,212,000,000	40,614,000,000	40,647,000,000
Accumulated Amortization	UN	UN	UN	UN
Intangible Assets	0	0	0	0
LIABILITIES				
Current Liabilities				

Accounts Payable	7,595,000,000	7,227,000,000	6,785,000,000	8,153,000,000
Short Term And Current Long Term Debt	787,000,000	621,000,000	299,000,000	38,000,000
Other Current Liabilities	UN	UN	UN	UN
Total Current Liabilities	8,382,000,000	7,848,000,000	7,084,000,000	8,191,000,000
Long Term Debt	7,324,000,000	7,220,000,000	7,546,000,000	6,940,000,000
Deferred Long Term Liability Charges	2,662,000,000	2,696,000,000	2,654,000,000	2,908,000,000
Negative Goodwill	UN	UN	UN	UN
Minority Interest	113,000,000	110,000,000	72,000,000	94,000,000
Other Liabilities	3,870,000,000	3,796,000,000	3,371,000,000	3,451,000,000
Misc Stocks Options Warrant	UN	UN	UN	UN
Total Liabilities	22,351,000,000	21,670,000,000	20,727,000,000	21,584,000,000
SHAREHOLDER'S EQUITY				
Preferred Stock Amount	UN	UN	UN	UN
Common Stock	342,000,000	342,000,000	342,000,000	342,000,000
Retained Earnings	17,717,000,000	17,377,000,000	16,854,000,000	16,337,000,000
Treasury Stock	UN	UN	UN	UN
Capital Surplus	3,524,000,000	3,498,000,000	3,470,000,000	3,441,000,000
Other Equity	-493,000,000	-675,000,000	-779,000,000	-1,057,000,000
Total Equity	21,090,000,000	20,542,000,000	19,887,000,000	19,063,000,000

Income Statement

Quarter	Q4	Q3	Q2	Q1
Quarter Ending	Dec 31 2012	Sep 30 2012	Jun 30 2012	Mar 31 2012
Sales (Revenue)	9,511,000,000	9,194,000,000	9,304,000,000	9,682,000,000
Cost of Revenue	6,250,000,000	6,019,000,000	5,969,000,000	6,679,000,000
Gross Profit	3,261,000,000	3,175,000,000	3,335,000,000	3,003,000,000
Sales And General Admin	1,216,000,000	1,179,000,000	1,155,000,000	1,132,000,000
Research and Development Expense	UN	UN	UN	UN
Non Recurring Expenses	693,000,000	467,000,000	255,000,000	253,000,000
Other Operating Items	UN	UN	UN	UN
Operating Income	601,000,000	781,000,000	1,156,000,000	937,000,000
Net Total Other Income and Expenses	187,000,000	425,000,000	5,000,000	65,000,000
Earnings Before Interest and Taxes	788,000,000	1,206,000,000	1,161,000,000	1,002,000,000
Interest Expense	106,000,000	104,000,000	105,000,000	104,000,000
Earning Before Tax	682,000,000	1,102,000,000	1,056,000,000	898,000,000
Income Tax Expense	306,000,000	510,000,000	521,000,000	338,000,000
Equity Earnings or Loss	UN	UN	UN	UN
Minority Interest Expense	2,000,000	35,000,000	-14,000,000	15,000,000
Net Income From Continuing Operations	374,000,000	557,000,000	549,000,000	545,000,000
Discontinued Operations	UN	UN	UN	UN
Effect of Accounting Changes	UN	UN	UN	UN
Extraordinary Items	UN	UN	UN	UN
Other Non-Operating Expenses	0	0	0	0
Net Income	374,000,000	557,000,000	549,000,000	545,000,000
Preferred Stocks and Other Adjustments	UN	UN	UN	UN
Net Income Applicable to Common Shares	374,000,000	557,000,000	549,000,000	545,000,000

Statement of Cash Flow

Quarter	Q4	Q3	Q2	Q1
Quarter Ending	Dec 31 2012	Sep 30 2012	Jun 30 2012	Mar 31 2012
Depreciation	751,000,000	748,000,000	769,000,000	681,000,000
Net Income Adjustments	0	-8,000,000	270,000,000	-8,000,000
Changes in Liabilities	-2,000,000	UN	UN	UN
Changes in Accounts Receivables	634,000,000	UN	UN	UN
Changes in Inventories	168,000,000	UN	UN	UN
Changes in Other Operating Activities	-357,000,000	530,000,000	-334,000,000	-245,000,000
Net Cash Flows - Operating Activities	1,570,000,000	1,862,000,000	1,240,000,000	988,000,000
Capital Expenditures	-1,779,000,000	-2,160,000,000	-1,978,000,000	-1,878,000,000
Investments	UN	UN	UN	UN
Other Cash Flows from Investing Activities	110,000,000	543,000,000	-15,000,000	106,000,000
Net Cash Flows - Investing Activities	-1,669,000,000	-1,617,000,000	-1,993,000,000	-1,772,000,000
Dividends Paid	-35,000,000	-34,000,000	-34,000,000	-68,000,000
Sale and Purchase of Stock	8,000,000	UN	UN	UN
Net Borrowings	246,000,000	-93,000,000	803,000,000	889,000,000
Other Cash Flows from Financing Activities	-6,000,000	1,000,000	-3,000,000	8,000,000
Net Cash Flows - Financing Activities	213,000,000	-126,000,000	766,000,000	829,000,000
Effect of Exchange Rate	UN	UN	UN	UN
Change in Cash and Cash Equivalents	114,000,000	119,000,000	13,000,000	45,000,000

Financial Ratios

Quarter	Q4	Q3	Q2	Q1
Quarter Ending	Dec 31 2012	Sep 30 2012	Jun 30 2012	Mar 31 2012
Solvency Ratios				
	1.00	1.04	1.12	1.00
	UN	UN	UN	UN
	665.77	644.33	541.18	580.51
Cash Ratio	UN	UN	UN	UN
Efficiency Ratios				
	0.80	0.79	0.73	0.84
Profitability Ratios				
	1.77	2.71	2.76	2.86
	0.86	1.32	1.35	1.34
	8.29	13.12	12.48	10.35
	34.29	34.53	35.84	31.02
	6.32	8.49	12.42	9.68
	7.17	11.99	11.35	9.27
	3.93	6.06	5.90	5.63
Pre-Tax Return on Equity (%)	3.23	5.36	5.31	4.71
After Tax Return on Equity (%)	1.77	2.71	2.76	2.86

Note:UN=Unavailable

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Statement Update

03/04/2013

Fiscal Consolidated statement dated DEC 31 2012 (in thousands):

Assets

Liabilities

Cash	642,000	Accts Pay	2,809,000
Accts Rec	4,338,000	Short-Term Debt/Long-Term Debt	787,000
Inventory	1,259,000	Accruals	3,826,000
Other Curr Assets	2,148,000	Taxes	960,000
Curr Assets	8,387,000	Curr Liabs	8,382,000
Fixt & Equip	28,807,000	Long-Term Debt	7,324,000
Goodwill	2,208,000	Deferred Income Taxes	2,662,000
Investments-Other	443,000	L.T. Liab-Other	3,870,000
Deferred Income Taxes	3,126,000	COMMON STOCK	342,000
Other Assets	470,000	ADDIT. PD.-IN CAP	3,524,000
		ACCUM OTHER COMPREHENSIVE LOSS	(493,000)
		RETAINED EARNINGS	17,717,000
		NONCONTROLLING INTERESTS	113,000
Total Assets	43,441,000	Total Liabilities + Equity	43,441,000

From JAN 01 2012 to DEC 31 2012 annual sales \$38,373,000,000; cost of goods sold \$24,917,000,000. Gross profit \$13,456,000,000; operating expenses \$9,718,000,000. Operating income \$3,738,000,000; net income before taxes \$3,738,000,000; Federal income tax \$1,675,000,000; net income \$2,063,000,000.

Statement obtained from Securities And Exchange Commission. Prepared from statement(s) by Accountant: Ernst & Young LLP, New York, New York.

ACCOUNTANTS OPINION "A review of the accountant's opinion indicated that the financial statement meets generally accepted accounting principles and the audit contains no qualifications. "

Fixed assets shown net less \$16,746,000,000 depreciation.

Explanations

The net worth of this company includes intangibles; Other Long Term Liabilities consist of asset retirement obligations and other liabs/def credits.

Additional Financial Data

Fiscal Consolidated statement dated DEC 31 2011 (in thousands):

Assets		Liabilities	
Cash	351,000	Accts Pay	3,712,000
Accts Rec	4,761,000	ST Debt/Curr Mat Of LT Debt	52,000
Inventory	1,423,000	Accruals	3,524,000
Accounts Receivable-Other	250,000	Taxes	812,000
Other Curr Assets	1,554,000		
Curr Assets	8,339,000	Curr Liabs	8,100,000
Fixt & Equip	24,712,000	Long-Term Debt	6,005,000
Goodwill	2,305,000	Other Liabilities & Deferred Credit	1,752,000
Investments-Other	384,000	L.T. Liab-Other	4,687,000
Deferred Income Taxes	2,941,000	COMMON STOCK	340,000
Other Assets	455,000	ADDIT. PD.-IN CAP	3,417,000
		ACCUM OTHER COMPREHENSIVE LOSS	(1,067,000)
		RETAINED EARNINGS	15,826,000
		NONCONTROLLING INTERESTS	76,000
Total Assets	39,136,000	Total Liabilities + Equity	39,136,000

From JAN 01 2011 to DEC 31 2011 annual sales \$37,871,000,000; cost of goods sold \$26,774,000,000. Gross profit \$11,097,000,000; operating expenses \$8,636,000,000. Net income before taxes \$2,461,000,000; Federal income tax \$785,000,000. Net income \$1,676,000,000.

Statement obtained from Securities And Exchange Commission. Prepared from statement(s) by Accountant: Ernst & Young, LLP, New York, New York.

ACCOUNTANTS OPINION

A review of the accountant's opinion indicated that the financial statement meets generally accepted accounting principles and the audit contains no qualifications.

Fixed assets shown net less \$14,998,000,000 depreciation.

Explanations

The net worth of this company includes intangibles.

Other long term liabilities consist of deferred income taxes and asset retirement obligations.

The report was updated using information the company filed with the Securities and Exchange Commission.

Key Business Ratios

Statement Date Dec 31 2012
Based on this Number of Establishments 79

Industry Norms Based On 79 Establishments

	This Business	Industry Median	Industry Quartile
Profitability			
	5.4	13.5	3
	9.7	8.7	2
Short-Term Solvency			
	1.0	1.1	3
	0.6	0.7	3
Efficiency			
	113.2	372.0	1
	674.6	4.8	1
Utilization			
	104.9	103.9	3

Associations

All Credit Files Created from this D&B Live Report

Company Name	Type	Status	Date Created
HESS CORPORATION	Snapshot D-U-N-S Number 00-697-9785	Saved	03/08/2010 06:18 PM EST
HESS CORPORATION	Snapshot D-U-N-S Number 00-697-9785	Saved	03/08/2010 06:18 PM EST
HESS CORPORATION	Application - #FCL8569W5	Approved	09/30/2010 10:43 AM EST
HESS CORPORATION	Application - #FCLHVJMJP	Approved	10/21/2010 02:33 PM EST
HESS CORPORATION	Application - #FCL4TVFY4	Approved	11/02/2010 09:12 AM EST
HESS CORPORATION	Application - #FCHAGTCJN	Approved	01/05/2011 11:06 AM EST
HESS CORPORATION	Application - #FCQV5HMLC	Approved	05/30/2012 09:31 AM EST

All Credit Files with Same D-U-N-S® Number as this D&B Live Report

Company Name	Type	Status	Date Created
HESS CORPORATION	Snapshot D-U-N-S Number 00-697-9785	Saved	03/08/2010 06:18 PM EST
HESS CORPORATION	Snapshot D-U-N-S Number 00-697-9785	Saved	03/08/2010 06:18 PM EST
HESS CORPORATION	Application - #FCL8569W5	Approved	09/30/2010 10:43 AM EST
HESS CORPORATION	Application - #FCLHVJMJP	Approved	10/21/2010 02:33 PM EST
HESS CORPORATION	Application - #FCL4TVFY4	Approved	11/02/2010 09:12 AM EST
HESS CORPORATION	Application - #FCHAGTCJN	Approved	01/05/2011 11:06 AM EST
Hess	Application - #FCYP99BA	Approved	03/14/2012 08:54 AM EST
Hess	Application - #FCY699FP	Approved	03/14/2012 08:54 AM EST
HESS CORPORATION	Application - #FCQV5HMLC	Approved	05/30/2012 09:31 AM EST

Detailed Trade Risk Insight™

Detailed Trade Risk Insight provides detailed updates on over 1.5 billion commercial trade experiences collected from more than 260 million unique supplier/purchaser relationships.

Days Beyond Terms - Past 3 & 12 Months

3 months from Jan 13 to Mar 13

2
Days

Dollar-weighted average of 349 payment experiences reported from 89 companies

12 months from Apr 12 to Mar 13

2
Days

Dollar-weighted average of 524 payment experiences reported from 148 companies

Derogatory Events Last 12 Months from Mar 12 to Feb 13

Status	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13
Placed for collection	1,183 on 1 acct	1,242 on 1 acct	752 on 1 acct	-	50 on 1 acct	1,981 on 1 acct	-	100 on 1 acct	-	-	-	-
Bad debt written off	2,752 on 2 acct	2,752 on 2 acct	936 on 1 acct	3,684 on 3 acct	936 on 1 acct	2,752 on 2 acct	1,868 on 2 acct	3,684 on 3 acct	3,684 on 3 acct	3,684 on 3 acct	2,748 on 2 acct	-

Total Amount Current and Past Due - 12 month trend from Mar 12 to Feb 13

Status	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13
Total	17,180,272	16,063,460	8,113,356	23,635,746	4,334,848	29,882,487	63,995,961	19,648,417	9,229,587	48,973,953	7,794,595	7,113,356
Current	11,660,814	15,514,138	12,622,720	26,162,322	5,920,428	31,194,148	63,342,852	20,454,600	15,383,575	47,400,946	7,681,552	3,113,356
1-30 Days Past Due	3,882,405	362,591	-4,672,225	-4,437,499	1,660,946	-1,400,942	-1,256,346	-1,295,109	-6,218,583	605,497	-323,157	3,113,356
31-60 Days Past Due	7,171	11,656	188,166	71,221	20,171	30,699	85,260	95,621	16,709	86,369	44,353	-
61-90 Days	41,210	33,273	-6,504	216,195	23,588	11,610	235,129	312,709	14,058	29,148	124,170	-

Past Due											
90+ Days Past Due	1,588,672	141,802	-18,801	1,623,507	31,607	46,972	1,589,066	80,596	33,828	851,993	267,677

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Fitch Ratings

Fitch Affirms Hess Corporation's IDR at 'BBB'; Outlook Stable Ratings Endorsement

Policy

06 Dec 2011 10:52 AM (EST)

Fitch Ratings-Chicago-06 December 2011: Fitch Ratings has affirmed Hess Corporation (Hess; NYSE: HES) Issuer Default Rating (IDR) at 'BBB'. The Rating Outlook is Stable. Approximately \$5.59 billion in debt is affected by today's rating action. A full list of ratings is at the end of this release.

Ratings Rationale

Hess' ratings are supported by the company's high exposure to liquids in the upstream (approximately 70% of reserves and production were liquids at year-end [YE] 2010); strong operational metrics as calculated by Fitch, including competitive three-year FD&A costs of \$19.80/barrel of equivalent (boe); respectable three-year all-in reserve replacement of 141%; solid reserve growth, which has averaged 7.1% from 2005 to 2010; and conservative debt balances. The company also enjoys a modest level of diversification through its marketing and refining (M&R) segment, which includes a 50% stake in the 350,000 barrels per day (bpd) HOVENSA joint venture (JV) refinery, a 70,000 bpd FCC unit in Port Reading, NJ, and a network of terminals and retail gasoline stations.

Ratings downsides for Hess center on high capex (latest 12 months [LTM] capex of \$7.2 billion at Sept. 30, 2011 versus \$5.5 billion in 2010); recent challenges in the upstream which have pushed the company to the lower bound of its 2011 guidance (375,000 boepd); higher Asset Retirement Obligations (\$2.13 billion at Sept. 30, 2011 versus \$1.36 billion at YE 2010); and the possibility of additional (albeit limited) sponsor support for the HOVENSA JV.

Recent Upstream Performance

In terms of output, Hess' third quarter (3Q) production declined to just 344,000 boepd (17% below the year-ago period), and was negatively impacted by the loss of Libya (23,000 boepd in 2010); a fire at North Sea Valhall field (17,000 bpd); mechanical issues at the Llano #3 well in the Gulf of Mexico, and poor weather in the Bakken. A number of these stoppages are either temporary or expected to see restarts, including Valhall (September restart), and Llano #3 (an expected first half [1H] 2012 restart). While no guidance has been given on restoration of production in the Libyan Sirte basin, the Waha concession is now reported to be producing approximately 16,000 boepd (5% of total capacity) as of the end of November—approximately 1,000 boepd of which is net to Hess.

Financial Performance

Despite the production glitches noted above, Hess' latest financial performance has been solid, driven by a very robust oil pricing environment. At Sept. 30, 2011, Hess generated LTM EBITDA of \$7.22 billion, versus \$6.64 billion at YE 2010 and finished the period with debt largely unchanged at \$5.59 billion, resulting in debt/EBITDA leverage of just 0.77 times (x) and interest coverage of 18.1x. High capex over the LTM period led the company to generate negative free cash flow (FCF) of \$2.04 billion. Fitch anticipates the company will be FCF negative again in 2012 under Fitch's conservative base case assumptions (WTI=\$75/barrel, natural gas=\$4.50/mcf). However, Fitch also believes that Hess retains flexibility to modify its capex budget and would note that during the 2009 downturn, the company dialed capex back to stay FCF neutral in a lower hydrocarbon price environment.

Leverage, as measured by debt per boe of proven reserves, ended 2010 at competitive levels. Total debt/boe of proven reserves was \$3.63 at YE 2010, and total debt per barrel of proved developed reserves was \$6.60. After adding tax adjusted asset retirement obligations and assigning approximately \$750 million to other operations, adjusted debt to proved developed reserves was \$6.83/boe at YE 2010.

Liquidity

Hess' liquidity was good at Sept. 30, 2011, and included cash and equivalents of \$827 million, availability of \$3.76 billion on the company's \$4 billion senior unsecured revolver (maturing in 2016), \$93 million in availability on its \$455 million A/R securitization facility, and \$2.15 billion in availability from other committed lines expiring through 2014. Hess' main financial covenant is a maximum debt-to-capitalization ratio of 62.5% (versus an actual ratio of 22.8% at Sept. 30, 2011). Near-term maturities are light and include project lease financing amortizations of \$35 million in 2012 and \$37 million in 2013, \$250 million in 7% notes due 2014, and no other major maturities due until 2019.

Catalysts

Catalysts for positive rating action include continued strong operational performance driven by reserve and production growth at economic prices; additional demonstration of capex flexibility to prevent large negative FCFs; the ability to maintain a strong credit profile during periods of weak commodity prices; and restrained growth in debt.

Catalysts for negative rating action include ongoing and sizable negative FCFs which result in additional borrowings and are leveraging on a debt/boe basis; a leveraging acquisition; prolonged weak operational performance or major regulatory setback in the Gulf of Mexico; or a major loss at the company's energy trading operations.

Hess is a large, independent oil and gas producer with upstream operations focused in four core regions: the North Sea; the United States, including the Gulf of Mexico; Africa; and Southeast Asia. At YE 2010, Hess' exploration and production operations included proven reserves of 1.537 billion boe. Hess also owns a 50% interest in the 350,000 bpd HOVENSA JV refinery in the U.S. Virgin Islands and 100% of the 70,000-bpd Port Reading refinery in New Jersey. Hess' marketing operations include a retail network of about 1,350 stations and energy trading operations.

Fitch affirms Hess' ratings as follows:

- Long-term IDR at 'BBB';
- Senior unsecured notes/debentures at 'BBB';
- Senior unsecured bank facility at 'BBB';
- Short-term IDR at 'F2';
- Commercial paper at 'F2'.

Contact:

Primary Analyst
Mark C. Sadeghian, CFA
Senior Director
+1-312-368-2090
Fitch Inc.
70 W. Madison Street
Chicago, IL 60602

Secondary Analyst
Sean T. Sexton, CFA
Managing Director
+1-312-368-3130

Committee Chairperson:

John C Culver, CFA
+1-312-368-3216

Media Relations: Brian Bertsch, New York, Tel: +1 212-908-0549, Email: brian.bertsch@fitchratings.com.

Additional information is available at 'www.fitchratings.com'. The ratings above were solicited by, or on behalf of, the issuer, and therefore, Fitch has been compensated for the provision of the ratings.

Applicable Criteria and Related Research:

- 'Corporate Rating Methodology' (Aug. 12, 2011);
- 'Rating Oil and Gas Exploration and Production Companies' (Aug. 5, 2011);
- 'Short-Term Ratings Criteria for Non-Financial Corporate' (Aug. 12, 2011);
- 'Updating Fitch's Oil & Gas Price Deck--Mid-Year Update' (Aug. 10, 2011);
- 'Oil & Gas Stats Quarterly--First Quarter 2011' (July 27, 2011);
- ' Political Turmoil in North Africa and the Middle East (Implications for North American Upstream Companies), Feb. 25, 2011.

Applicable Criteria and Related Research:

Corporate Rating Methodology
Rating Oil and Gas Exploration and Production Companies
Short-Term Ratings Criteria for Non-Financial Corporate

Updating Fitch's Oil & Gas Price Deck -- Midyear Update
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On 13 February 2012, Moody's announced rating actions on a number of European Area governments, and on Wednesday 15 February we announced further actions on credits directly and indirectly affected by those rating actions.

On 15 February 2012, Moody's also announced rating actions on a number of large securities firms and banks with significant capital markets operations.

Because of the large number of rating changes resulting from these actions, ratings appearing on this website may not yet reflect current information. For current information on European credits, please visit the EU Sovereign Crisis and Affected Credits Topic Page where we have published Special Comments explaining the rating actions on European governments and the credit consequences for other sectors. For current information on large securities firms and banking credits, please visit the Bank Ratings Topic Page.

Due to a technical problem, ratings for certain US Public Finance ratings with state enhancement programs may not be accurately displayed on this website at this time. For a list of the affected credits, see Select US Public Finance Ratings With State Enhancement Programs. For assistance, please contact Client Services at 212.553.1653.

Hess Corporation

Ticker: HES Moody's Org ID: 32500 Previous Name: HESS OIL & CHEMICAL CORP.

Long Term Rating	Baa2, Not on Watch	Market Segment:	Corporates	Analyst	
Outlook	Stable	Industry:	ENERGY: OIL & GAS - EXPLN & PRDN	Analyst:	Thomas S. Coleman
Other Debts on Watch?:	No	Peer Group:	Energy, Oil & Gas - Independent E & P		
		Domicile:	UNITED STATES		

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Date	Document Type	Title
12 Sep 2011	Issuer Comment	Hess Ulica Shale investments expand North American footprint
08 May 2011	Credit Opinion	Hess Corporation
12 May 2009	Covenant Quality Assessment	Hess Corporation - Notes issued under Indenture dated October 1, 1990 Coupon and maturity range: 6.65%-7.718%, 2009-2033 See Appendix C for a complete list of Reference Securities
12 May 2009	Covenant Quality Assessment	Hess Corporation - \$250 million 7.000% Notes due 2014; \$1 billion 8.125% Notes due 201
28 Apr 2008	Rating Action	Moody's Upgrades Hess Corporation to Baa2
31 Jan 2008	Rating Action	Moody's Reviews Hess Corporation's Baa3 Long-Term Debt Rating for Upgrade
05 Sep 2007	Rating Action	Moody's Changes Rating Outlook for Hess Corporation to Positive
20 Mar 2007	Rating Action	Moody's upgrades long-term debt rating of Hess Corporation to Baa3
01 Feb 2007	Rating Action	Moody's Reviews Hess Corporation's Ba1 Long-Term Debt Rating for Upgrade
26 Sep 2006	LGD Assessment	Hess Corporation
19 Sep 2006	Rating Action	Moody's changes ratings on 37 US & Canadian Exploration and Production companies under LGD rating methodology
06 Jun 2006	Rating Action	MOODY'S WITHDRAWS RATING ON HESS CORPORATION'S BANK CREDIT FACILITY
26 Apr 2006	Rating Action	MOODY'S AFFIRMS Ba1 SENIOR DEBT RATING OF AMERADA HESS CORPORATION AND CHANGES OUTLOOK TO POSITIVE
27 Jan 2006	Issuer Comment	Moody's Comments on Amerada Hess Performance
24 Oct 2005	Corp Governance Assmt-Update	Amerada Hess Corporation
05 Aug 2005	Issuer Comment	Moody's Comments on Amerada Hess Corporation's Performance
22 Dec 2004	Leveraged Credit Analysis	Amerada Hess Corporation
07 Oct 2004	Corporate Governance Assmt	Amerada Hess Corporation
30 Sep 2004	Financial Reporting Assessment	Amerada Hess Corporation
19 Aug 2004	Liquidity Risk Assessment	Amerada Hess Corporation
22 Apr 2004	Financial Statement Ratios	Amerada Hess Corporation
13 Feb 2004	Rating Action	MOODY'S DOWNGRADES AMERADA HESS'S SR. UNSECURED DEBT RATING TO Ba1 WITH STABLE OUTLOOK
31 Oct 2003	Rating Action	MOODY'S REVIEWS AMERADA HESS'S LONG-TERM DEBT (SR. UNSEC. AT Baa3) AND COMMERCIAL PAPER (PRIME-3) RATINGS FOR POSSIBLE DOWNGRADE
29 Aug 2003	Analysis	Amerada Hess Corporation
22 Apr 2003	Rating Action	MOODY'S INVESTORS SERVICE DOWNGRADES AMERADA HESS CORPORATION'S SENIOR UNSECURED DEBT RATING TO Baa3 AND ITS COMMERCIAL PAPER DEBT RATING TO PRIME-3
30 Jan 2003	Rating Action	MOODY'S PLACES AMERADA HESS'S Baa2 LONG-TERM DEBT AND PRIME-2 COMMERCIAL PAPER RATING UNDER REVIEW FOR DOWNGRADE
25 Oct 2002	Rating Action	MOODY'S CHANGES OUTLOOK FOR AMERADA HESS Baa2 AND PRIME-2 RATINGS TO NEGATIVE
30 Aug 2002	Analysis	Amerada Hess Corporation
27 Feb 2002	Rating Action	CORRECTION TO HEADLINE: MOODY'S DOWNGRADES SENIOR LONG-TERM DEBT OF AMERADA HESS CORPORATION TO Baa2; PRIME-2 COMMERCIAL PAPER RATING CONFIRMED; OUTLOOK STABLE

01 Aug 2001	Rating Action	MOODY'S CONFIRMS AMERADA HESS Baa1 LONG-TERM DEBT RATINGS WITH NEGATIVE OUTLOOK; TRITON ENERGY Ba2 REMAINS UNDER REVIEW PENDING CLOSE OF TRANSACTION
10 Jul 2001	Rating Action	MOODY'S REVIEWS AMERADA HESS Baa1 SENIOR LONG TERM DEBT FOR POSSIBLE DOWNGRADE AND TRITON ENERGY LIMITED'S Ba3 SENIOR RATINGS FOR UPGRADE
21 Dec 2000	Rating Action	MOODY'S CONFIRMS DEBT RATINGS OF AMERADA HESS CORPORATION (SR. UNSEC. AT Baa1)
07 Nov 2000	Rating Action	MOODY'S CONFIRMS Baa1 LONG TERM RATING OF AMERADA HESS CORPORATION AND PLACES LASMO PLC'S RATINGS UNDER REVIEW FOR POSSIBLE UPGRADE.
24 Aug 1999	Rating Action	MOODY'S ASSIGNS PRIME-2 COMMERCIAL PAPER RATING TO AMERADA HESS CORPORATION
28 May 1999	Rating Action	MOODY'S ASSIGNS AMERADA HESS (P)Baa1 (Sr. Unsec) FOR \$1.5 BILLION SHELF REGISTRATION; ASSIGNS Baa1 TO BANK REVOLVING CREDIT FACILITY

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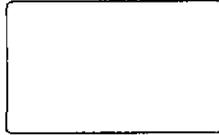
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Hess Corp.

Issuer Credit Rating

	Ratings	Rating Date	Regulatory Identifiers	Last Credit Rating Action
Foreign Long Term	BBB	22-Jul-2010	EX	22-Jul-2010 Outlook STABLE
Local Long Term	BBB	22-Jul-2010	EX	22-Jul-2010 Outlook STABLE

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[Criteria | Corporates | Industrials: Key Credit Factors: Global Criteria For Rating The Oil And Gas Exploration And Production Industry](#)
 20-Jan-2012 10:46

These criteria apply to ratings on issuers that derive the majority of their earnings from the E&P industry. These criteria also apply in assessing the business and financial risk of E&P ("upstream") operations of integrated oil and gas companies. Th...

[Criteria | Corporates | Industrials: Key Credit Factors: Criteria For Rating The Global Oil Refining Industry](#)
 28-Nov-2011 11:10

These criteria apply to ratings on issuers that derive the majority of their earnings from the oil refining industry. These criteria are also applicable in assessing the business risk of refining (also known as "downstream") operations of integrated ...

[Hess Corp.'s Planned \\$1.25 Billion Note Offering Rated 'BBB'](#)

05-Aug-2010 13:47

NEW YORK (Standard & Poor's) Aug. 5, 2010--Standard & Poor's Ratings Services today assigned a 'BBB' senior unsecured debt rating to Hess Corp.'s (BBB/Stable/--) planned \$1.25 billion of 30-year notes. The company will use proceeds from the transacti...

Premium Resources from RatingsDirect

The following premium resources are available from RatingsDirect - the real-time, Web-based source for Standard & Poor's global credit ratings, research, and risk analysis.

[Credit Themes: Robust Oil Prices Help Maintain Rating Stability In The U.S. Oil And Gas Sector](#)

14-Feb-2012 11:26

The credit health of U.S. oil and gas companies should remain relatively stable in 2012, in our view. Of the 138 companies we rate in the sector, about 77%, or 106 issuers, have stable outlooks. This reflects our expectation that most companies will ...

[Credit FAQ: What Lies Ahead For U.S. Oilfield Services And Contract Drilling Companies In 2012?](#)

14-Feb-2012 09:58

Strong oil prices continue to buoy prospects for U.S. oilfield services and contract drilling companies, in our view. Although the industry has faced headwinds in the form of persistently weak natural gas prices over the past several quarters, increa...

[Risk-to-Price Commentary: Occidental Petroleum Corp. And Hess Corp.](#)

25-Jan-2012 16:15

Hess Corp., dragged down by a substantial loss in its refining and marketing operations, reported fourth-quarter earnings per share of \$1.17 Wednesday, \$0.14 less than the consensus estimate of analysts polled by S&P Capital IQ. Simultaneously, Occid...

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SECRETARY'S BUREAU

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Attachment G

**HESS ENERGY MARKETING, LLC
ATTACHMENT H
INDUSTRY EXPERIENCE**

As a wholly-owned subsidiary of Hess Corporation (“Hess”), Hess Energy Marketing, LLC will utilize the operations infrastructure of Hess’ Energy Marketing division to ensure reliable delivery of products and services to its customers.

Hess is a leading total energy provider in the Eastern United States. Hess is a retail electricity provider for approximately 4,000 commercial and industrial customers located in 12 states and over 36 electric distribution company service territories within its retail electric marketing footprint. Through our experiences in serving these customers over since entering the retail electric marketing business in 1999, Hess is experienced in the full business cycle of electric marketing including: contracting, contract administration, load aggregation, procurement, forecasting and scheduling, risk management, energy management, customer service and billing and all other customer protections enumerated in Section 4928.10 of the Revised Code.

To support these functions, Hess maintains a full-time trading desk managing wholesale transactions that, in turn, are utilized to hedge retail transactions. Both Hess’ wholesale and retail electric operations are located at Hess’ Woodbridge, New Jersey office building. Through these operations , in which Hess procures the commodity for sales of electricity through bilateral purchase agreements and through purchases from the spot markets of regional wholesale markets like PJM, Hess is able to provide a full range of electricity products and service to our customers.

Biographies of all key HEM leadership personnel are attached hereto.

BIOGRAPHY



Christopher Baldwin

Senior Vice President, Marketing & Refining
Hess Corporation

Chris Baldwin is senior vice president of Marketing & Refining for Hess Corporation, a global integrated energy company based in New York City. The Marketing & Refining division is a portfolio of downstream energy businesses that includes Retail Marketing, Energy Marketing, Refining, Terminal Operations, and Supply, Trading and Transportation.

Baldwin joined Hess in 2010 as Senior Vice President, Retail and Energy Marketing. He was named to his current position in October, 2012.

Prior to joining Hess, Baldwin was president of Snacks for Kraft Foods. Before this, he was with the Hershey Company, first as global chief customer officer and then as president of Hershey North America. Baldwin started his career at Procter & Gamble, spending 11 years in a variety of sales and marketing roles.

Baldwin has a bachelor's degree in Economics from Siena College and serves as vice chairman of the Board of the Morristown Medical Center Health Foundation.

December, 2012



Christopher J. Baldwin

Home: (908)696-0259
Office: (732)750-6360

95 Tower Mountain Drive
Bernardsville, NJ 07924

Mobile: (973)216-4075
Email: cjbaldwin3@gmail.com

High-energy, dynamic leader with a track record of strong performance in large, complex, global organizations. An executive with broad experience widely recognized for delivering results as a manufacturer and as a retailer. A quick study and change catalyst that anticipates trends and strategically transforms companies and their capabilities. Has the ability to manage complex situations and communicate clearly to boards, executive teams and organizations. Demonstrated track record developing internal and recruiting external talent into key leadership roles.

The Hess Corporation – Woodbridge, NJ

April 2010 – Present

Hess Corporation is a Fortune 75 company that manages an innovative, global energy business. Hess retail marketing is an \$8 billion business that includes 1,400 company operated c-stores in the Eastern US. Hess Energy Marketing is a \$20 billion business that sells oil, natural gas and electricity to businesses, universities and institutions in the Eastern US.

Senior Vice President Retail & Energy Marketing

Accountable for all facets of Hess' \$28 billion Energy and Retail business including an organization of 8,700 people, 1400 retail stores, and an energy supply chain including oil terminals, natural gas pipeline assets and power plants. The retail business serves 1 million customers a day and sells 2.1 billion gallons of gasoline products per year. The energy business is the largest business to business energy supplier in the Eastern US.

- Delivered record Energy Marketing EBITDA of \$250MM in 2011 and capital return of 18%, also a record performance
 - Expanded market share in core natural gas business by +2 points and completed the integration of two core business acquisitions
 - Launched Hess Small Business to serve the needs of small businesses in the Eastern US. Became the preferred Energy supplier to McDonald's, Dunkin Brands and the NY Restaurant Association, exceeding year one targets by 8%
 - Launched Hess Energy Solutions to drive margin expansion through value-added services, developed a partnership between NY City, JP Morgan and Hess to convert +500 buildings in NY from oil to natural gas heat, saving money and improving the environment, exceeding year one targets by 10%
- Redesigned the Hess Retail strategy to focus improved gross margin and capital returns. Grew 2011 net income by 35% and ROCE by +2pp behind strong fuel profitability and a 140bps expansion in c-store gross margins
 - Expanding Hess' relationship with Dunkin Donuts to over 500 locations, growing the Hess coffee business by 11% in 2011
 - Added significant analytical rigor to the fuel pricing team, resulting in clearer pricing strategies by location across the retail portfolio, improving fuel margin by \$28MM in 2011
 - Replacing Blimpie's sandwich shops with new, redesigned Quizno's, delivering a 100% improvement in sales revenue in year one
 - Creating a strategic alliance and development program with Jamba Juice for high income locations, tests exceeding high expectations
 - Launching a private label fresh food program, branded "Good to Go!", that will double fresh food sales in Hess locations
- Recruited a CMO from Kraft to lead the Retail Marketing business and partner from Bain & Co to lead the strategy and fuel pricing organization. Developed and implemented a board approved succession plan to replace 4 key leaders in the Energy business.

Kraft Foods, Inc. – Northfield, IL**August 2007 – April 2010****President, Snacks (August 2007 – April 2010)**

Kraft Foods, Inc. is the world's second largest food company with a product portfolio including well-known brand names Kraft, Oreo, Cadbury, Nabisco and Oscar Meyer.

Recruited by the CEO to return to Kraft to lead North American Snacks business unit. Full P&L accountability for \$5.1 billion in revenue and \$1.08 billion in net income. Provided strategic insight to maximize and improve performance for the business unit comprised of Marketing, Sales, R&D, Finance and Manufacturing.

- Redesigned the business unit's strategic plan to improve core brand focus. Plan resulted in +6% core brand increase in FY '08 / '09 including Oreo sales surpassing \$1 billion for the first time in history
- Led the reconfiguration of 17-plant North American manufacturing network to include the opening of a low-cost manufacturing facility in Monterrey, Mexico
- Developed a 12-member leadership team to improve talent which included the recruitment and hiring of the General Manager US Biscuit, Vice President Strategy, Vice President Planters and Senior Vice President of North American Manufacturing, expanding diversity from 2 to 6 individuals on the executive team
- Selected by the chairman to represent Kraft on the Board of Catalyst, the largest diversity organization in the world

The Hershey Company – Hershey, PA**October 2004 – August 2007**

The Hershey Company is the largest producer of chocolate in North America and a global leader in chocolate and sugar confectionary products.

President North American Commercial Group**November 2005 – August 2007**

Appointed to lead Hershey's North American operating unit, with \$5.7 billion in revenue and \$1.2 billion income. Worked closely with the company's CEO and Board members to develop and execute all strategic initiatives. Organizational and P&L responsibility for Hershey North American operations encompassing Marketing, Sales, Finance and matrixed accountability for Operations, R&D and Logistics.

- Served as a member of the Hershey Executive Team which implemented a Global Supply Chain transformation to deliver \$190 million of annual savings by 2010 and improve capacity utilization by +20 points
 - Saving from the supply chain initiative led to a strategic shift to reinvigorate core brands and which resulted in the increase of marketing investment for core brands and drove 6% net revenue growth in 2007
- Delivered record performance on Hershey's \$1 billion Reese's brand and \$1 billion customer Walmart with both businesses growing at a +10% rate
- Externally recruited and hired a Chief Marketing Officer, Chief Customer Officer, and a VP Finance, internally developing and promoting the Senior Vice President Customer Marketing and Vice President of Logistics
 - The Chief Customer Officer recruit is now President of Hershey's US business, VP Finance is now CFO

Senior Vice President, Global Chief Customer Officer**October 2004 – November 2005**

Recruited to lead Global Sales, Customer Service and Logistics organizations for The Hershey Company. Responsible for leading the strategy and execution of sales initiatives to grow top-line sales, profit and market share for global customer teams: Walmart, Costco and 7-Eleven.

- Designed global infrastructure that delivered +22% revenue growth at Walmart during 2005
- Functioned as Hershey Executive Team member and contributed to the delivery of record performance to include 6% revenue growth, 15% EPS growth and company record market share and performance

Kraft Foods, Inc. – Northfield, IL**January 2000 – October 2004****National Vice President, Sales & Logistics****January 2004 – October 2004**

Responsible for the US Field Sales and Logistics network for Kraft Foods. Served as primary driver for the Kraft Pizza and Nabisco DSD Sales and Supply Chain networks, in addition to the Kraft Foods warehouse sales organization representing \$12.2 billion in revenue and \$3.7 billion in G&A, Trade and Logistics costs. Organizational responsibility for over 6,800 associates.

National Vice President, Sales & Logistics, Direct Store Delivery **January 2003 – January 2004**

Accountable for the US Sales and Logistics networks for the DSD Pizza and Biscuit businesses. Led the Convenience, Drug and Emerging Markets channels across all divisions of Kraft Foods. Scope of position represented \$7 billion in sales, and \$2.7 billion in G&A, Trade and Logistics costs. Supply Chain responsibility included both dry and frozen DSD networks and a fleet of 2,000 trucks. Organizational responsibility for 6,000 associates.

Vice President and Integrated Logistics, Nabisco Biscuit Company **January 2000 – January 2003**

Functioned as member of integration team for Nabisco Biscuit Company's transition into Kraft Foods Inc. Responsible for \$4 billion in Sales, oversight of 4,800 Sales and Logistics associates, and over \$1.5 billion in G&A, Trade and Logistics costs. Supply Chain accountabilities included 98 warehouses, 10 distribution centers, and a fleet of 1200 DSD trucks across the US.

Nabisco, Inc. – Parsippany, NJ **July 1996 – December 1999**

Nabisco, Inc., now part of Kraft Foods, Inc., manufactured a brand portfolio which included Oreos, Ritz, and Chips Ahoy!.

Customer Vice President West, Nabisco Biscuit Company (January 1999 – December 1999)

Responsible for the volume and revenue on \$1 billion business and budgets in excess of \$200 million in G&A, Trade and Logistics costs. Organizational responsibility for 5 Region Vice Presidents, Team Leaders for Albertson's, Safeway and Club, and heads in Finance, Human Resources, Logistics and Customer Marketing. Supply Chain accountability for 20 warehouses.

Customer Vice President East, Nabisco Biscuit Company **January 1998 – January 1999**

Led reorganization of Nabisco DSD in the Eastern US which impacted 1,500 associates in the east and led to dramatically improved operating results and ultimately the revitalization of Nabisco. Responsible for volume and revenue of \$1 billion in sales, 24 warehouses and over \$200 million in G&A, Trade and Logistics costs.

Customer Vice President East, Nabisco Foods Company **January 1997 – January 1998**

Responsible for general management of +\$600 million eastern US Sales organization for a product portfolio including Planters, Lifesaver's and specialty products. Focused on the restoration of growth to the stagnant NFC businesses.

Senior Director Customer Marketing, Nabisco Refrigerated Foods **July 1996 – January 1997**

Oversaw sales strategy development, including Category Management, integration of the Parkway acquisition and linkage to Nabisco Customer Teams for Nabisco Refrigerated Foods.

The Procter & Gamble Company – Cincinnati, OH **July 1985 – June 1996**

The Procter & Gamble Company is the world's largest producer of consumer products with brands including Tide, Bounty, Crest and Gillette.

Category Sales Manager, Beverage and Snack Products **June 1995 – June 1996**

Accountable for sales strategy development and deployment for P&G Beverage brands representing \$600 million in volume. Responsible for integration of new distribution systems into P&G selling organizations.

Account Executive Von's Customer Team (February 1994 – June 1995)

Responsible for the food and beverage business at Von's, P&G's 8th largest US grocery customer representing \$30 million in annual sales.

District Manager Food and Beverage Division, Cincinnati Area **March 1992 – February 1994**

Managed \$155 million food and beverage businesses across Ohio, Indiana and Kentucky. Organizational responsibility for 2 customer teams comprised of 10 Managers, 15 Sales Representatives and 10 part-time Sales Associates.

Special Assignment, Sundor Brands, Mt. Dora, Florida **April 1991 – March 1992**
Directed the national integration of the \$300 million shelf stable juice business which included Hawaiian Punch, Speas Farm and Lincoln brands, from broker network into the P&G direct sales organization.

Region Manager, Sudor Brands, Mt. Dora, Florida **April 1990 – April 1991**
Selected to serve as the first P&G manager assigned to develop and manage a broker network for the Hawaiian Punch acquisition. Led broker interview and selection process and managed trade promotion and marketing plans for the New York region.

Unit Manager Laundry and Household Cleaning, New York District **July 1989 – April 1990**
Managed first New York based corporate selling test in collaboration with 10 Sales Representatives and 8 part-time Sales Associates. Combined P&G laundry and bar soap retail selling organization in the New York market

Unit Manager Crush International, Eastern Division **March 1988 – July 1989**
Directed a DSD / bottler selling organization within New York and the New England geographies. Developed sales and marketing plans for all classes of trade. Received Crust "Sales Manager Board" award in 1988 and 1989 for delivering fiscal year results 15% ahead of objective

Leave of Absence to Pursue Catholic Priesthood – Franciscan Order, Bronx, NY **July 1987 – March 1988**

Unit Manager Food Products, Syracuse District **July 1986 – July 1987**
Responsible for \$25 million in annual volume and 5 Retail Sales Representatives. Built volume 8% ahead of market in FY 1986/1987, promoted 1 Sales Representative into management position

Sales Representative Food Products, Syracuse District **July 1986 – July 1987**
Accountable for retail and wholesale territory that represented \$9 million in annual volume. First 1985 food products hire in the US to be promoted to Unit Manager

EDUCATION

Siena College, Loudonville, NY, 1985 – BS, Economics

DIRECTORSHIPS

Trustee of Morristown Memorial Hospital Health Foundation, Board of Advisors for Catalyst, and former board member of Network of Executive Women

BIOGRAPHY



John Schultz

Vice President, Sales and Operations
Energy Marketing
Hess Corporation

John Schultz is vice president of Sales and Operations for Hess Corporation's Energy Marketing business. Hess Energy Marketing is the largest provider of natural gas, fuel oil and electricity to commercial and industrial customers in the 21 states in which it operates in the Northeastern United States. Hess is a global, integrated energy company headquartered in New York City.

As vice president of Sales and Operations for Hess, Schultz oversees all aspects of Energy Marketing's natural gas, electric operations, business development and Commercial and Industrial (C&I) sales. He is also a member of the Executive Committee of Bayonne Energy Center, LLC, a 512-megawatt, natural-gas-fueled electric power plant being developed by Hess Corporation and ArcLight Capital Partners.

Schultz has more than 17 years of experience in the energy industry in a variety of areas including natural gas and electricity trading and operations, commercial and industrial sales and energy infrastructure development. He began his career at the Eastern Group and subsequently worked for Statoil Energy most recently as vice president of Energy Operations.

After joining Hess Corporation in 2000, Schultz served in a variety of roles in natural gas operations and retail sales management. He was named vice president of Business Development in 2007, vice president of Electric Operations in 2009, vice president Energy Marketing Operations in 2010, and assumed his current role in 2012.

Schultz earned a bachelor's degree in Economics from Penn State University and has attended executive development programs at both the Fuqua School of Business at Duke University and Harvard Business School.

June 2012



BIOGRAPHY



Nicholas P. Brontas
Deputy General Counsel
Hess Corporation

Nicholas Brontas is Deputy General Counsel of Hess Corporation, a global, integrated energy company based in New York City.

Brontas, who joined Hess in 1999, manages the team that handles legal matters within the Marketing and Refining division, which comprises Retail Marketing, Energy Marketing, Legal Risk and Terminals and Refining operations. He also represents the company in the purchase and sale of assets and provides guidance on mergers and acquisitions and other business matters.

Previously, he was Associate General Counsel responsible for, among other things, overseeing maritime litigation, preparing and updating the Business Practice Guide, and reviewing commercial contracts.

Prior to joining Hess, Brontas was a Corporate Associate with Davis Polk & Wardwell where he focused on merchant banking activity as part of the Mergers and Acquisitions division. He was also a Law Clerk for the Honorable Franklin S. Billings Jr. of the U.S. District Court for the District of Vermont.

Brontas holds a bachelor's degree in History from Columbia University and a J.D. from New York University. He is a member of the American Bar Association (Business Law Section).

April 2013



BIOGRAPHY



Stuart Steigerwald
Vice President, Financial Controls
Marketing and Refining
Hess Corporation

Stuart Steigerwald is vice president of Financial Controls for Hess Corporation's Marketing & Refining division, a portfolio of downstream energy businesses that includes Retail Marketing, Energy Marketing, Refining, Terminal Operations, and Supply, Trading and Transportation.

In this role, he is responsible for the accuracy and integrity of the division's financial results and for providing guidance and support to each of the division's business units in a timely and cost-effective manner.

Steigerwald joined Hess in 1980 and has held a variety of finance and accounting roles within the company in both the Marketing & Refining division and the Corporate group. He was named to his current role in 2002.

Prior to Hess, Steigerwald began his career in accounting positions at Quaker City Industries, Inc. and Flintkote Corporation.

He holds a bachelor's degree in Accounting from Rider College, an MBA in Finance from Farleigh Dickinson University and is a Certified Public Accountant.

April 2013



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SECRETARY'S BUREAU

Attachment H

FEDERAL ENERGY REGULATORY COMMISSION
Washington, D.C. 20426

OFFICE OF ENERGY MARKET REGULATION

In Reply Refer To:
Hess Energy Marketing LLC
Docket No. ER13-1192-000

May 23, 2013

Ms. Sandra E. Rizzo
Attorney for Hess Energy Marketing LLC
Bracewell & Giuliani LLP
2000 K Street, N.W.
Washington, D.C. 20006

Reference: Market-Based Rate Authorization

Dear Ms. Rizzo:

On March 29, 2013, as amended on April 23, 2013, you filed on behalf of Hess Energy Marketing LLC (Hess Marketing) an application for market-based rate authority with an accompanying tariff. The proposed market-based rate tariff provides for the sale of energy, capacity, and ancillary services at market-based rates.¹ Hess Marketing requests waivers commonly granted to similar market-based rate applicants.

Your filings were noticed on March 29, 2013, and April 23, 2013, with comments, protests or interventions due on or before April 19, 2013, and May 14, 2013, respectively. None was filed.

Pursuant to the authority delegated to the Director, Division of Electric Power Regulation - West, under 18 C.F.R. § 375.307, your submittals filed in the referenced docket are accepted for filing, effective May 15, 2013, as requested. Based on your representations, Hess Marketing meets the criteria for a Category 2 seller in the Northeast region and a Category 1 seller in all other regions and is so designated.²

¹ Hess Marketing requests authorization to sell ancillary services in the markets administered by PJM Interconnection, L.L.C. (PJM), New York Independent System Operator, Inc. (NYISO), and ISO New England Inc. (ISO-NE).

² *Market-Based Rates for Wholesale Sales of Electric Energy, Capacity and Ancillary Services by Public Utilities*, Order No. 697, FERC Stats. & Regs. ¶ 31,252, at P

You state that Hess Marketing is located in Woodbridge, New Jersey, and intends to act as a power marketer. You further represent that Hess Marketing is wholly owned by Hess Corporation. You state that Hess Corporation and its affiliates own or control 280 megawatts (MW) of generation capacity in the PJM market, 272 MW in the ISO-NE market, and 320 MW in the NYISO market. You also state that Hess Marketing's affiliate, Bayonne Energy Center, LLC owns a transmission facility, for which it has received waiver of the requirement to file an Open Access Transmission Tariff,³ and that none of their other affiliates own transmission facilities. Further, you affirmatively state that Hess Marketing has not erected barriers to entry and will not erect barriers to entry into the relevant market.

You represent that Hess Marketing meets the criteria for a Category 1 seller in the Southeast, Central, Southwest Power Pool, Northwest, and Southwest regions. You state that Hess Marketing and its affiliates own less than 500 MW of generation capacity in these regions, and do not own, operate, or control transmission facilities. You further state that Hess Marketing and its affiliates are not affiliated with a franchised public utility, and it does not raise vertical market power issues.

Market-Based Rate Authorization

The Commission allows power sales at market-based rates if the seller and its affiliates do not have, or have adequately mitigated, horizontal and vertical market power.⁴

You state that Hess Marketing relies on Baltimore Gas and Electric Company's recently accepted market power analysis⁵ to demonstrate that it passes both the pivotal

848-50, *clarified*, 121 FERC ¶ 61,260 (2007), *order on reh'g*, Order No. 697-A, FERC Stats. & Regs. ¶ 31,268, *clarified*, 124 FERC ¶ 61,055, *order on reh'g*, Order No. 697-B, FERC Stats. & Regs. ¶ 31,285 (2008), *order on reh'g*, Order No. 697-C, FERC Stats. & Regs. ¶ 31,291 (2009), *order on reh'g*, Order No. 697-D, FERC Stats. & Regs. ¶ 31,305 (2010), *aff'd sub nom. Mont. Consumer Counsel v. FERC*, 659 F.3d 910 (9th Cir. 2011), *cert. denied sub nom. Pub. Citizen, Inc. v. FERC*, 133 S. Ct. 26 (2012). Hess Marketing must file an updated market power analysis for all regions in which it is designated a Category 2 seller in compliance with the regional reporting schedule adopted in Order No. 697.

³ *Bayonne Energy Center, LLC*, 136 FERC ¶ 61,019 (2011).

⁴ Order No. 697, FERC Stats. & Regs. ¶ 31,252 at P 62, 399, 408, 440.

⁵ *Baltimore Gas and Electric Company*, Docket No. ER10-2172-007 (November 1, 2012) (delegated letter order).

supplier and the wholesale market share screens for the PJM and ISO-NE markets. You also state that Hess Marketing relies on Canandaigua Power Partners, LLC's recently accepted market power analysis⁶ to demonstrate that it passes both the pivotal supplier and the wholesale market share screens for the NYISO market. Accordingly, Hess Marketing's submittals satisfy⁷ the Commission's requirements for market-based rate authority regarding horizontal market power.

Based on your representations, Hess Marketing's submittals also satisfy the Commission's requirements for market-based rates regarding vertical market power.

Hess Marketing's request for waiver of Subparts B and C of Part 35 of the Commission's regulations requiring the filing of cost-of-service information, except for sections 35.12(a), 35.13(b), 35.15 and 35.16 is granted. Hess Marketing's request for waiver of Part 41, Part 101, and Part 141 of the Commission's regulations concerning accounting and reporting requirements is granted with the exception of 18 C.F.R. §§ 141.14 and 141.15.⁸ Notwithstanding the waiver of the accounting and reporting requirements here, Hess Marketing is expected to keep its accounting records in accordance with generally accepted accounting principles.

Hess Marketing requests blanket authorization under Part 34 of the Commission's regulations for all future issuances of securities and assumptions of liability. A separate notice was published in the Federal Register establishing a period during which protests could be filed. None was filed. Hess Marketing is authorized to issue securities and assume obligations or liabilities as guarantor, indorser, surety, or otherwise in respect of any security of another person; provided that such issue or assumption is for some lawful object within the corporate purposes of Hess Marketing, compatible with the public interest, and reasonably necessary or appropriate for such purposes.⁹

⁶ *Canandaigua Power Partners, LLC*, Docket No. ER110-2640-001 (December 14, 2012) (delegated letter order).

⁷ The next time you make a market-based rate filing with the Commission, you must include a revised tariff in compliance with Appendix C – Limitations and Exemptions Regarding Market-Based Rate Authority to include appropriate citations. *Niagara Mohawk Power Corporation*, 121 FERC ¶ 61,275 (2007) at P 8. *See also*, Order No. 697-A, FERC Stats. & Regs. ¶ 31,268 at P 384.

⁸ *Citizens Energy Corp.*, 35 FERC ¶ 61,198 (1986); *Citizens Power and Light Corp.*, 48 FERC ¶ 61,210 (1989) (*Citizens Power*); *Enron Power Marketing, Inc.*, 65 FERC ¶ 61,305 (1993), *order on reh'g*, 66 FERC ¶ 61,244 (1994) (*Enron*).

⁹ *Citizens Power*, 48 FERC ¶ 61,210; *Enron*, 65 FERC ¶ 61,305.

Hess Marketing must file electronically with the Commission Electric Quarterly Reports.¹⁰ Hess Marketing further must timely report to the Commission any change in status that would reflect a departure from the characteristics the Commission relied upon in granting market-based rate authority in accordance with Order No. 697.¹¹

This action does not constitute approval of any service, rate, charge, classification, or any rule, regulation, or practice affecting such rate or service provided for in the filed documents; nor shall such action be deemed as recognition of any claimed contractual right or obligation affecting or relating to such service or rate; and such acceptance is without prejudice to any findings or orders which have been or may hereafter be made by the Commission in any proceeding now pending or hereafter instituted by or against any of the applicant(s).

This order constitutes final agency action. Requests for rehearing by the Commission may be filed within 30 days of the date of issuance of this order, pursuant to 18 C.F.R § 385.713.

¹⁰ *Revised Public Utility Filing Requirements*, Order No. 2001, FERC Stats. & Regs. ¶ 31,127, *reh'g denied*, Order No. 2001-A, 100 FERC ¶ 61,074, *reh'g denied*, Order No. 2001-B, 100 FERC ¶ 61,342, *order directing filing*, Order No. 2001-C, 101 FERC ¶ 61,314 (2002), *order directing filing*, Order No. 2001-D, 102 FERC ¶ 61,334 (2003). Attachments B and C of Order No. 2001 describe the required data sets for contractual and transaction information. Public utilities must submit Electric Quarterly Reports to the Commission using the EQR Submission System Software, which may be downloaded from the Commission's website at <http://www.ferc.gov/docs-filing/eqr.asp>.

¹¹ *Reporting Requirement for Changes in Status for Public Utilities with Market-Based Rate Authority*, Order No. 652, FERC Stats. & Regs. ¶ 31,175, *order on reh'g*, 111 FERC ¶ 61,413 (2005); 18 C.F.R. § 35.42 (2012).

Questions regarding the above order should be directed to:

Federal Energy Regulatory Commission

Attn: Michelle Barnaby

Phone: (202) 502-8407

Office of Energy Market Regulation

888 First Street, N.E.

Washington, D.C. 20426

Sincerely,

Steve P. Rodgers, Director
Division of Electric Power
Regulation - West

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SECRETARY'S BUREAU

Attachment I

Hess Energy Marketing, LLC Disclosure Statement

This is an agreement for electric generation service, between Hess Energy Marketing, LLC and [customer's name and full address to be inserted].

Background

- We at Hess Energy Marketing, LLC are licensed by the Pennsylvania Public Utility Commission to offer and supply electric generation services in Pennsylvania. Our PUC license number is A-2013-xxxx [to be inserted].
- We set the generation prices and charges that you pay. The Public Utility Commission regulates distribution prices and services. The Federal Energy Regulatory Commission regulates transmission prices and services.

You will receive a single bill from [billing agent name to be inserted] that will contain [distribution utility name to be inserted] charges and Hess Energy Marketing, LLC's charges.

- Right of Rescission - You may cancel this agreement in writing or orally at any time before midnight of the third business day after receiving this disclosure.

Definitions

- Generation Charge - Charge for production of electricity.
- Transmission Charge - Charge for moving high voltage electricity from a generation facility to the distribution lines of an electric distribution company.

Terms of Service

1. (a) Basic Service Price:

You will pay [price to be inserted] per kWh for electric generation service.

This price includes Generation Charges and Transmission Charges, and estimated current total state taxes, including current Gross Receipts Taxes, but excludes applicable state and local sales taxes."

- 2. Length of Agreement** - You will buy your electricity generation service for the above street address from Hess Corporation beginning on the date set by your Electric Distribution Company ("EDC") and service will continue for [insert length of term].
- 3. Penalties, Fees and Exceptions** - Hess Energy Marketing, LLC does not impose an early cancellation fee but any costs imposed on Hess as a result of a customer-initiated early cancelation will be the responsibility of the customer.
- 4. Cancellation Provisions** – The Agreement may be canceled for the following reasons:
(i) non-payment: if your electric service is terminated by your electric distribution company, then this agreement is cancelled on the date that your service is terminated. **(ii) company-initiated cancellation:** if we cancel this agreement for any reason other than customer non-payment, we will follow applicable rules in providing notice to you. **(iii) customer-initiated cancellation:** if you cancel your agreement before the end of the initial term, you may be subjected to the costs described in Section 3.

5. Renewal Provision/Agreement Expiration/Change in Terms

If you have a fixed term agreement with us and it is approaching the expiration date or whenever we propose to change our terms of service in any type of agreement, you will receive two advance notices from us in either your bill or in separate mailings between 45 and 90 days before the expiration date or proposed change date. We will explain your options to you in these two advance notifications.'

6. Dispute Procedures

Contact us with any questions concerning our terms of service. You may call the PUC if you are not satisfied after discussing your terms with us.

7. Contact Information

Generation Supplier Name: Hess Energy Marketing, LLC
Address: One Hess Plaza
Woodbridge, NJ 07095
Phone Number: 1-800-HESS-AOK
Internet Address: www.hessenergy.com

Default Service Provider: *[applicable EDC's info to be inserted]*
Address: *[applicable EDC's info to be inserted]*
[applicable EDC's info to be inserted]
[applicable EDC's info to be inserted]
Phone Number: *[applicable EDC's info to be inserted]*

Public Utility Commission (PUC)
Address: P.O. Box 3265 Harrisburg, PA 17105-3265
Choice Hotline Number: 1-800-692-7380

Universal Service Program Name: *[applicable EDC's info to be inserted]*
Phone Number: *[applicable EDC's info to be inserted]*

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SCHEDULE 4

STANDARD FORM OF AGREEMENT TO BECOME A MEMBER OF THE LLC

Any entity which wishes to become a Member of the LLC shall, pursuant to Section 11.6 of this Agreement, tender to the President an application, upon the acceptance of which it shall execute a supplement to this Agreement in the following form:

Additional Member Agreement

1. This Additional Member Agreement (the 'Supplemental Agreement'), dated as of May 16, 2013, is entered into among Hess Energy Marketing, LLC and the President of the LLC acting on behalf of its Members.
2. Hess Energy Marketing, LLC has demonstrated that it meets all of the qualifications required of a Member to the Operating Agreement. If expansion of the PJM Region is required to integrate Hess Energy Marketing, LLC's facilities, a copy of Attachment J from the PJM Tariff marked to show changes in the PJM Region boundaries is attached hereto. Hess Energy Marketing, LLC agrees to pay for all required metering, telemetering and hardware and software appropriate for it to become a member.
3. Hess Energy Marketing, LLC agrees to be bound by and accepts all the terms of the Operating Agreement as of the above date.
4. Hess Energy Marketing, LLC hereby gives notice that the name and address of its initial representative to the Members Committee under the Operating Agreement shall be:

Katherine Guerry
One Hess Plaza,
Woodbridge, NJ 07095 USA

5. The President of the LLC is authorized under the Operating Agreement to execute this Supplemental Agreement on behalf of the Members.
6. The Operating Agreement is hereby amended to include Hess Energy Marketing, LLC as a Member of the LLC thereto, effective as of May 16, 2013, the date the President of the LLC countersigned this Agreement.

IN WITNESS WHEREOF, Hess Energy Marketing, LLC and the Members of the LLC have caused this Supplemental Agreement to be executed by their duly authorized representatives.

Members of the LLC
By: Terry Boston
Name: Terry Boston
Title: President & CEO
By: CJ Baldwin
Name: Christopher J. Baldwin
Title: President

Application for Membership
Between
PJM Interconnection, L.L.C.
and

Hess Energy Marketing, LLC

This Application for Membership Agreement ('Agreement') is entered into between PJM Interconnection, L.L.C. ('PJM') and ('Applicant'). The purpose of this Agreement is to apply to become a member of the PJM and to participate under the PJM Amended and Restated Operating Agreement, Third Revised Rates Schedule FERC No. 24 ('Operating Agreement'). The Applicant has read and understands the terms and conditions of the Operating Agreement. The Applicant agrees to accept the concepts and obligations set forth in this Agreement and the Operating Agreement posted on the PJM website at: <http://www.pjm.com/documents/agreements/pjm-agreements.aspx>.

The Applicant also commits to supply data required for coordination of planning and operating, including data for capacity accounting, and agrees to pay all costs and expenses in accordance with the Operating Agreement and all other applicable costs under the PJM Open Access Transmission Tariff ('Tariff'). Such costs include but are not limited to: (i) payment obligations under Schedule 3 of the Operating Agreement; (ii) costs under Schedule 9 of the PJM Tariff; and (iii) potential default allocation payment obligations pursuant to Section 15.2 of the Operating Agreement (PJM may, under the Operating Agreement, declare members in default for not paying their invoices. If that occurs, PJM may pursue collection of the overdue invoices that exceed the collateral PJM holds from the defaulting member as well as take steps to terminate the defaulting members' membership. According to the Operating Agreement, all members are required to pay a portion of the payment default that exceeds the defaulting member's collateral held by PJM.)

The Applicant will pay the annual fee of \$5,000 for the remainder of the year of application upon notification of PJM application approval per Schedule 3.

The Applicant recognizes that it shall become a member of PJM effective as of the date that the Applicant receives the supplement to the Operating Agreement in the form prescribed in Schedule 4 of the Operating Agreement signed by the Applicant and countersigned by the President of PJM pursuant to section 11.6 of the Operating Agreement.

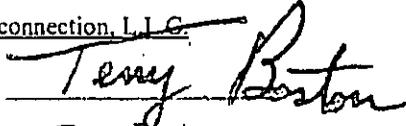
This Agreement will remain in effect until notice of termination is given in writing by the authorized representative of either the Applicant or PJM. Any financial obligations must be satisfied prior to termination of the Applicant's obligations and responsibilities under the PJM Agreement.

Applicant:

Signature: 

Name: C. J. Baldwin Title: President Date: 4/30/13

PJM Interconnection, L.L.C.

Signature: 

Name: Terry Boston Title: President & CEO Date: 5/16/2013

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Commonwealth of Pennsylvania

ss.

PA PUC
SECRETARY'S BUREAU

County of Dauphin

Deanne M. O'Dell, Affiant, being duly sworn according to law, deposes and says:

That she is an authorized representative of Hess Energy Marketing LLC;

That she is authorized to and does make this affidavit for said Applicant;

That she certifies that she has caused the notice of the filing of Hess Energy Marketing LLC's electric generation license application to be published in the following newspapers on the dates shown:

The Erie Times-News	5/21/13
The Patriot-News	5/16/13
The Johnstown Tribune Democrat	5/15/13
The Scranton Times	5/15/13
Williamsport Sun-Gazette	5/16/13
Pittsburgh Post-Gazette	5/16/13
The Philadelphia Daily News	5/23/13

That she is submitting to the Commission the proof of publication from each newspaper in which notice of the application filing was published.

That the facts above set forth are true and correct to the best of her knowledge, information, and belief, and that she expects said Applicant to be able to prove the same at hearing.

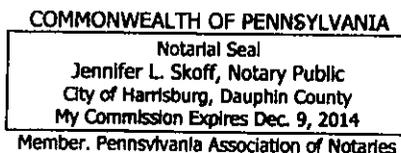
Signature of Affiant
Sarah Stoner, Esquire

Sworn and subscribed before me this 4th day of June, 2013.

Signature of official administering oath

My commission expires December 9, 2014.

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THE ERIE TIMES-NEWS
COMBINATION EDITION

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PA PUC
SECRETARY'S BUREAU

ECKERT SEAMANS CHERIN & MELLOTT
213 MARKET ST 8TH FL
HARRISBURG PA 17101

REFERENCE: L0004367
2117400 PUC NOTICE

STATE OF PENNSYLVANIA)
COUNTY OF ERIE) SS:

Lisa L. Frampton, being duly sworn, deposes and says that: (1) she is a designated agent of the Times Publishing Company (TPC) to execute Proofs of Publication on behalf of the TPC; (2) the TPC, whose principal place of business is at 205 W. 12th Street, Erie, Pennsylvania, owns and publishes the Erie Times-News, established October 2, 2000, a daily newspaper of general circulation, and published at Erie, Erie County Pennsylvania; (3) the subject notice or advertisement, a true and correct copy of which is attached, was published in the regular edition(s) of said newspaper on the date(s) referred to below. Affiant further deposes that he/she is duly authorized by the TPC, owner and publisher of the Erie Times-News, to verify the foregoing statement under oath, and affiant is not interested in the subject matter of the aforesaid notice or advertisement, and that all allegations in the foregoing statement as to time, place and character of publication are true.

PUBLISHED ON: 05/21

TOTAL COST: 294.00 AD SPACE: 7.000 INCH
FILED ON: 05/21/13

**PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE**

Application of Hess Energy Marketing, LLC For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business Of Supplying Electricity, To The Public In The Commonwealth Of Pennsylvania.

Hess Energy Marketing, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Hess Energy Marketing, LLC proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness Hess Energy Marketing, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Hess Energy Marketing, LLC's attorney at the address listed below.

By and through Counsel:
Deanne M. O'Dell, Esquire
Eckert Seamans Cherin & Mellott, LLC
213 Market Street, 8th Floor
Harrisburg, PA 17101
(717) 237-6000 (phone)
(717) 237-6019 (fax)

2117400

Sworn to and subscribed before me this

21st day of May 2013 Affiant: *Lisa L. Frampton*

NOTARY: *Barbara J. Moore*

COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Barbara J. Moore, Notary Public
City of Erie, Erie County
My Commission Expires March 23, 2016
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

PROOF OF PUBLICATION OF NOTICE IN THE WILLIAMSPORT SUN-GAZETTE UNDER ACT NO. 587, APPROVED 1929

RECEIVED

STATE OF PENNSYLVANIA
COUNTY OF LYCOMING

SS:

2013 JUN -5 PM 12:53

PA PUC
SECRETARY'S BUREAU

Bernard A. Oravec Publisher of the Sun-Gazette Company, publisher of the Williamsport Sun-Gazette, successor to the Williamsport Sun and the Gazette & Bulletin, both daily newspapers of general circulation, published at 252 West Fourth Street, Williamsport, Pennsylvania, being duly sworn, deposes and says that the Williamsport Sun was established in 1870 and the Gazette & Bulletin was established in 1801, since which dates said successor, the Williamsport Sun-Gazette, has been regularly issued and published in the County of Lycoming aforesaid, and that a copy of the printed notice is attached hereto exactly as the same was printed and published in the regular editions of said Williamsport Sun-Gazette on the following dates, viz:

May 16, 2013

Affiant further deposes that he is an officer daily authorized by the Sun-Gazette Company, publisher of the Williamsport Sun-Gazette, to verify the foregoing statement under oath and also declares that affiant is not interested in the subject matter of the aforesaid notice of publication, and that all the allegations in the foregoing statement as to time, place and character of publication are true.

LEGAL NOTICES

PENNSYLVANIA
PUBLIC UTILITY
COMMISSION
NOTICE
Application of Hess
Energy Marketing, LLC
For Approval To Offer,
Render, Furnish Or Supply
Electricity Or Electric
Generation Services As A
Generator And Supplier Of
Electric Power, A
Marketer/Broker Engaged
In The Business Of Supplying
Electricity, And An
Aggregator Engaged In
The Business Of Supplying
Electricity, To The
Public In The Commonwealth Of Pennsylvania.

Hess Energy Marketing, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker / marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Hess Energy Marketing, LLC proposes to sell electricity and related services throughout all of Pennsylvania under the provisions

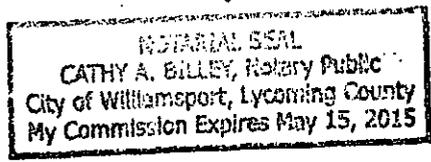
Bernard A. Oravec

SUN-GAZETTE COMPANY

Sworn to and subscribed before me

the 17th day of May 2013

Cathy A. Billey
Notary Public



STATEMENT OF ADVERTISING COSTS

To the Sun-Gazette Company, Dr.:
For publishing the notice attached
hereto on the above state dates.....\$ 140.16
Probated same.....\$
Total.....\$ 140.16

Proof of Publication of Notice in Pittsburgh Post-Gazette

Under Act No 587, Approved May 16, 1929, PL 1784, as last amended by Act No 409 of September 29, 1951

Commonwealth of Pennsylvania, County of Allegheny, ss C. Mohamed, being duly sworn, deposes and says that the Pittsburgh Post-Gazette, a newspaper of general circulation published in the City of Pittsburgh, County and Commonwealth aforesaid, was established in 1993 by the merging of the Pittsburgh Post-Gazette and Sun-Telegraph and The Pittsburgh Press and the Pittsburgh Post-Gazette and Sun-Telegraph was established in 1960 and the Pittsburgh Post-Gazette was established in 1927 by the merging of the Pittsburgh Gazette established in 1786 and the Pittsburgh Post, established in 1842, since which date the said Pittsburgh Post-Gazette has been regularly issued in said County and that a copy of said printed notice or publication is attached hereto exactly as the same was printed and published in the _____ regular _____ editions and issues of the said Pittsburgh Post-Gazette a newspaper of general circulation on the following dates, viz:

16 of May, 2013

Affiant further deposes that he/she is an agent for the PG Publishing Company, a corporation and publisher of the Pittsburgh Post-Gazette, that, as such agent, affiant is duly authorized to verify the foregoing statement under oath, that affiant is not interested in the subject matter of the afore said notice or publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.

C. Mohamed

PG Publishing Company

Sworn to and subscribed before me this day of:
May 16, 2013

RECEIVED

2013 JUN -5 PM 12:53

PA PUC
SECRETARY'S BUREAU

Linda M. Gaertner

COMMONWEALTH OF PENNSYLVANIA

Notarial Seal

Linda M. Gaertner, Notary Public
City of Pittsburgh, Allegheny County
My Commission Expires Jan. 31, 2015

MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

STATEMENT OF ADVERTISING COSTS
ECKERT SEAMANS CHERIN & MELLOTT
213 Market St., 8th Floor
Harrisburg PA 17101

To PG Publishing Company

Total ----- \$562.50

Publisher's Receipt for Advertising Costs

PG PUBLISHING COMPANY, publisher of the Pittsburgh Post-Gazette, a newspaper of general circulation, hereby acknowledges receipt of the aforesaid advertising and publication costs and certifies that the same have been fully paid.

Office
34 Boulevard of the Allies
PITTSBURGH, PA 15222
Phone 412-263-1338

PG Publishing Company, a Corporation, Publisher of
Pittsburgh Post-Gazette, a Newspaper of General Circulation

By _____

I hereby certify that the foregoing is the original Proof of Publication and receipt for the Advertising costs in the subject matter of said notice.

COPY OF NOTICE OR PUBLICATION

PENNSYLVANIA
PUBLIC UTILITY
COMMISSION
NOTICE

Application of Hess Energy Marketing, LLC For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business Of Supplying Electricity, To The Public In The Commonwealth Of Pennsylvania.

Hess Energy Marketing, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Hess Energy Marketing, LLC proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness Hess Energy Marketing, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Hess Energy Marketing, LLC's attorney at the address listed below.

By and through
Counsel:
Deanne M. O'Dell,
Esquire
Eckert Seamans
Cherin & Mellott, LLC
213 Market Street,
8th Floor
Harrisburg, PA 17101
(717) 237-6000 (phone)
(717) 237-6019 (fax)

Proof of Publication in The Philadelphia Daily News
Under Act. No 587, Approved May 16, 1929

STATE OF PENNSYLVANIA
COUNTY OF PHILADELPHIA

Florence Devlin being duly sworn, deposes and says that **The Philadelphia Daily News** is a newspaper published daily, except Sunday, at Philadelphia, Pennsylvania, and was established in said city in 1925, since which date said newspaper has been regularly issued in said County, and that a copy of the printed notice of publication is attached hereto exactly as the same was printed and published in the regular editions and issues of the said newspaper on the following dates:

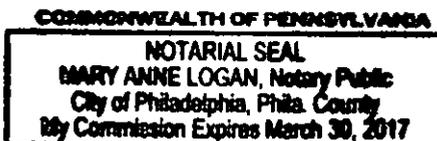
May 23, 2013

Affiant further deposes and says that she is an employee of the publisher of said newspaper and has been authorized to verify the foregoing statement and that she is not interested in the subject matter of the aforesaid notice of publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.

Sworn to and subscribed before me this 23rd day of May, 2013.

Notary Public

My Commission Expires:



Copy of Notice of Publication

PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE

Application of **Hess Energy Marketing, LLC** For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business Of Supplying Electricity, To The Public In The Commonwealth Of Pennsylvania.

Hess Energy Marketing, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. **Hess Energy Marketing, LLC** proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness **Hess Energy Marketing, LLC** may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to **Hess Energy Marketing, LLC's** attorney at the address listed below.

By and through Counsel:
Doanne M. O'Dall, Esquire
Eckert Seamans Cherin & Mellott, LLC
213 Market Street, 8th Floor
Harrisburg, PA 17101
(717) 237-6000 (phone)
(717) 237-6019 (fax)

RECEIVED
2013 JUN -5 PM 12:53
PA PUC
SECRETARY'S BUREAU

The Patriot-News Co.
2020 Technology Pkwy
Suite 300
Mechanicsburg, PA 17050
Inquiries - 717-255-8213

The Patriot-News
Now you know

ECKERT SEAMONS CHERIN & MELLOTT, LLC
213 MARKET ST.
8TH FLOOR
ATTN: SUSAN LONGNECKER
HARRISBURG PA 17101

RECEIVED
2013 JUN -5 PM 12:59
PA PUC
SECRETARY'S BUREAU

THE PATRIOT NEWS
THE SUNDAY PATRIOT NEWS

Proof of Publication

Under Act No. 587, Approved May 16, 1929
Commonwealth of Pennsylvania, County of Dauphin} ss

Marianne Miller, being duly sworn according to law, deposes and says:

That she is a Staff Accountant of The Patriot News Co., a corporation organized and existing under the laws of the Commonwealth of Pennsylvania, with its principal office and place of business at 2020 Technology Pkwy, Suite 300, in the Township of Hampden, County of Cumberland, State of Pennsylvania, owner and publisher of The Patriot-News and The Sunday Patriot-News newspapers of general circulation, printed and published at 1900 Patriot Drive, in the City, County and State aforesaid; that The Patriot-News and The Sunday Patriot-News were established March 4th, 1854, and September 18th, 1949, respectively, and all have been continuously published ever since;

That the printed notice or publication which is securely attached hereto is exactly as printed and published in their regular daily and/or Sunday/ Community Weekly editions which appeared on the date(s) indicated below. That neither she nor said Company is interested in the subject matter of said printed notice or advertising, and that all of the allegations of this statement as to the time, place and character of publication are true; and

her personal knowledge of the facts aforesaid and is duly authorized and empowered to verify this statement on behalf of The Patriot News Co. aforesaid by virtue and pursuant to a resolution unanimously passed and adopted severally by the directors of the said Company and subsequently duly recorded in the office for the Recording of Deeds in Dauphin in Miscellaneous Book "M", Volume 14, Page 317.

This ad # 0002260265 ran on the dates shown below:

May 16, 2013

Sworn to and subscribed before me this 16 day of May, 2013 A.D.

Notary Public

COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Holly Lynn Warfel, Notary Public
Washington Twp., Dauphin County
My Commission Expires Dec. 12, 2016
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE
Application of Hess Energy Marketing, LLC For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business Of Supplying Electricity, To The Public In The Commonwealth Of Pennsylvania.
Hess Energy Marketing, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Hess Energy Marketing, LLC proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the Electricity Generation Customer Choice and Competition Act.
The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness Hess Energy Marketing, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Hess Energy Marketing, LLC's attorney at the address listed below.
By and through Counsel:
Deanne M. O'Dell, Esquire
Eckert Seamans Cherin & Mellott, LLC
213 Market Street, 8th Floor
Harrisburg, PA 17101
(717) 237-6000 (phone)
(717) 237-6019 (fax)

COMMONWEALTH OF PENNSYLVANIA }
 County of Cambria } SS

PENNSYLVANIA
 PUBLIC UTILITY COMMISSION
 NOTICE

Application of Hess Energy Marketing, LLC For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business Of Supplying Electricity, To The Public In The Commonwealth Of Pennsylvania.

Hess Energy Marketing, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Hess Energy Marketing, LLC proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness Hess Energy Marketing, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Hess Energy Marketing, LLC's attorney at the address listed below.

By and through Counsel:
 Deanne M. O'Dell, Esquire
 Eckert Seamans Cherin & Mellott, LLC
 213 Market Street, 8th Floor
 Harrisburg, PA 17101
 (717) 237-6000 (phone)
 (717) 237-6019 (fax)

published
 that the an
 of The Job
 the subject,
 said publi

On this 20th day of May A.D. 2013, before me, the subscriber, a Notary Public in and for said County and State, personally appeared Christine Marhefka, who being duly sworn according to law, deposes and says as Classified Advertising Manager of the Tribune-Democrat, Johnstown, PA, a newspaper of general circulation as defined by the "Newspaper Advertising Act", a merger September 8, 1952, of the Johnstown Tribune, established December 7, 1853; and of the Johnstown Democrat, established March 5, 1863,

of Cambria, and Commonwealth of Pennsylvania and matter published in said publication in the regular issues on May 15, 2013; and that the Affiant is not interested in all of the allegations as to time, place and character of

Christine Marhefka

STATEMENT OF ADVERTISING COSTS

Sworn and Subscribed before me this
 20th day of May, 2013.

[Signature]

0.00 Lines @ \$2.50 per line	0.00
7 Inches @ \$25.00 per inch	175.00
Notary Fee	5.00
Clerical Fee	2.50
Total Cost	182.50

COMMONWEALTH OF PENNSYLVANIA

Notarial Seal
 Vivian Ohs, Notary Public
 City of Johnstown, Cambria County
 My Commission Expires Dec. 6, 2016
 MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

To The Tribune-Democrat, Johnstown, PA
 For publishing the notice or publication
 attached hereto on the above stated dates.

PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

_____ for publisher of _____
 a newspaper of general circulation, hereby acknowledges receipt of the aforesaid
 and publication costs and certifies that the same has been duly paid.

 (Name of Newspaper)

By _____

RECEIVED
 2013 JUN -5 PM 12:59
 PA PUC
 SECRETARY'S BUREAU

The Scranton Times (Under act P.L. 877 No 160. July 9, 1976)
Commonwealth of Pennsylvania, County of Lackawanna

ECKERT SEAMANS CHERIN & MELLOTT
213 MARKET STREET, 8TH FLOOR
HARRISBURG PA 17101

Account # 72739
Order # 81226094
Ad Price: 247.15

RECEIVED
2013 JUN -5 PM 12:53
PA PUC
SECRETARY'S BUREAU

LEGAL NOTICE PENNSYLVANIA

Gina Krushinski

Being duly sworn according to law deposes and says that she is Billing clerk for The Scranton Times, owner and publisher of The Scranton Times, a newspaper of general circulation, established in 1870, published in the city of Scranton, county and state aforesaid, and that the printed notice or publication hereto attached is exactly as printed in the regular editions of the said newspaper on the following dates:

05/15/2013

Affiant further deposes and says that neither the affiant nor The Scranton Times is interested in the subject matter of the aforesaid notice or advertisement and that all allegations in the foregoing statement as time, place and character or publication are true *Gina Krushinski*

Sworn and subscribed to before me
this 15th day of May A.D., 2013

Sharon Venturi

(Notary Public)

COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Sharon Venturi, Notary Public
City of Scranton, Lackawanna County
My Commission Expires Feb. 12, 2014
Member, Pennsylvania Association of Notaries

LEGAL NOTICE

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

Application of **Hess Energy Marketing, LLC** For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business Of Supplying Electricity, To The

Public In The Commonwealth Of Pennsylvania.

Hess Energy Marketing, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. **Hess Energy Marketing, LLC** proposes to sell electricity and related services throughout all of Pennsylvania under

the provisions of the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness **Hess Energy Marketing, LLC** may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to **Hess Energy Marketing, LLC's** attorney at the address listed below.

By and through Counsel:

Deanne M. O'Dell, Esquire
Eckert Seamans Cherin & Mellott, LLC
213 Market Street, 8th Floor
Harrisburg, PA 17101
(717) 237-6000 (phone)
(717) 237-6019 (fax)

RECEIVED

2013 JUN -5 PM 12: 53

PA PUC
SECRETARY'S BUREAU

Attachment L



CERTIFICATE OF LIABILITY INSURANCE

Page 1 of 1
DATE (MM/DD/YYYY)
08/27/2012

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Willis of New York, Inc. c/o 26 Century Blvd. P. O. Box 305191 Nashville, TN 37230-5191	CONTACT NAME:		
	PHONE (A/C NO. EXT):	877-945-7378	FAX (A/C NO.): 888-467-2378
	E-MAIL ADDRESS:	certificates@willis.com	
INSURED Hess Corporation One Hess Plaza Woodbridge, NJ 07095	INSURER(S) AFFORDING COVERAGE		NAIC#
	INSURER A: Liberty Mutual Insurance Company Inc.		23043-902
	INSURER B: Liberty Mutual Fire Insurance Company		23035-001
	INSURER C: Liberty Insurance Corporation		42404-001
	INSURER D: Liberty Mutual Insurance Company Inc.		23043-001
	INSURER E:		
	INSURER F:		

COVERAGES

CERTIFICATE NUMBER: 18380391

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN. THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADD'L INSRD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY			EB1621004329062	9/1/2012	9/1/2013	EACH OCCURRENCE \$ 4,500,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY						DAMAGE TO RENTED PREMISES (Ea occurrence) \$
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						MED EXP (Any one person) \$
	<input checked="" type="checkbox"/> SIR - \$500,000						PERSONAL & ADV INJURY \$ 4,500,000
GEN'L AGGREGATE LIMIT APPLIES PER:							GENERAL AGGREGATE \$ 5,000,000
<input checked="" type="checkbox"/> POLICY	<input type="checkbox"/> PRO-JECT	<input type="checkbox"/> LOC					PRODUCTS - COMP/OP AGG \$ 4,500,000
B	AUTOMOBILE LIABILITY			AS2621004329012	9/1/2012	9/1/2013	COMBINED SINGLE LIMIT (Ea accident) \$ 5,000,000
	<input checked="" type="checkbox"/> ANY AUTO						BODILY INJURY (Per person) \$
	<input type="checkbox"/> ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS	<input type="checkbox"/> NON-OWNED AUTOS				BODILY INJURY (Per accident) \$
	<input type="checkbox"/> HIRED AUTOS						PROPERTY DAMAGE (Per accident) \$
<input checked="" type="checkbox"/> See Below						\$	
	UMBRELLA LIAB	<input type="checkbox"/> OCCUR					EACH OCCURRENCE \$
	EXCESS LIAB	<input type="checkbox"/> CLAIMS-MADE					AGGREGATE \$
	DED	RETENTION \$					\$
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY			WA762D004329022	9/1/2012	9/1/2013	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTH-ER
D	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	<input type="checkbox"/> Y/N	N/A	WC7621004329262	9/1/2012	9/1/2013	E.L. EACH ACCIDENT \$ 5,000,000
							E.L. DISEASE - EA EMPLOYEE \$ 5,000,000
							E.L. DISEASE - POLICY LIMIT \$ 5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach Acord 101, Additional Remarks Schedule, if more space is required)

ALL OPERATIONS OF THE INSURED AND ALL OWNED, HIRED AND NON-OWNED VEHICLES.

* ABOVE LIMITS OF LIABILITY APPLY EXCESS OF A \$500,000 SELF INSURED RETENTION.

CERTIFICATE HOLDER

CANCELLATION

Evidence of Insurance	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE

Coll:3840127 Tpl:1505649 Cert:18380391 © 1988-2010 ACORD CORPORATION. All rights reserved.

RECEIVED
 2013 JUN -5 PM 12:53
 PA PUC
 SECRETARY'S BUREAU

CERTIFICATE OF SERVICE

I hereby certify that this day I served a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as an Electric Generation Supplier and all attachments have been served upon the following:

Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120

Office of the Attorney General
Bureau of Consumer Protection
Strawberry Square, 14th Floor
Harrisburg, PA 17120

Office of the Small Business Advocate
Commerce Building, Suite 1102
300 North Second Street
Harrisburg, PA 17101

Commonwealth of Pennsylvania
Department of Revenue
Bureau of Compliance
Harrisburg, PA 17128-0946

Legal Department
West Penn Power d/b/a Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

Manager Energy Acquisition
PECO Energy Company
2301 Market Street
Philadelphia, PA 19101-8699

Regulatory Affairs
Duquesne Light Company
411 Seventh Street, MD 16-4
Pittsburgh, PA 15219

Legal Department
Attn: Paul Russell
PPL
Two North Ninth Street
Allentown, PA 18108-1179

Legal Department
First Energy
2800 Pottsville Pike
Reading, PA 19612

UGI Utilities, Inc.
Attn: Rates Dept. – Choice Coordinator
2525 N. 12th Street, Suite 360
Post Office Box 12677
Reading, PA 19612-2677

Citizens' Electric Company
Attn: EGS Coordination
1775 Industrial Boulevard
Lewisburg, PA 17837

Wellsboro Electric Company
Attn: EGS Coordination
33 Austin Street
P. O. Box 138
Wellsboro, PA 16901

Director of Customer Energy Services
Orange and Rockland Company
390 West Route 59
Spring Valley, NY 10977-5300

Date: 6/5/13



Sarah C. Stoner, Esquire
Attorney for Hess Energy Marketing, LLC

RECEIVED
2013 JUN -5 PM 12:49
PA PUC
SECRETARY'S BUREAU