

# BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Phoenix Fuel Management Company, d/b/a \_\_\_\_\_, for approval to offer, render, furnish, or supply natural gas supply services as a(n) Supplier [as specified in item #4b below] 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:

Phoenix Fuel Management Company  
1415 Wyckoff Road  
Wall, NJ 07719

Web Address: [www.njresources.com](http://www.njresources.com)

Telephone Number: 732-938-1158

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- 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.

Phoenix Fuel Management Company  
c/o NJR Energy Services Company  
Attn: Terry Crupi  
600 Hamilton Street  
Allentown, PA 18101  
Telephone: 610-601-0448  
Fax: 732-919-8118

- 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.

William Scharfenberg  
Assistant General Counsel  
1415 Wyckoff Road  
Wall, NJ 07719  
Telephone: 732-938-1134  
Fax: 732-919-8118  
[wscharfenberg@njresources.com](mailto:wscharfenberg@njresources.com)

- 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.

William Scharfenberg  
Assistant General Counsel

1415 Wyckoff Road  
Wall, NJ 07719  
Telephone: 732-938-1134  
Fax: 732-919-8118  
[wscharfenberg@njresources.com](mailto:wscharfenberg@njresources.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 (2 REQUIRED)** responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Natural Gas 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 NGSs.

Primary

Jordan Kaputkin  
1415 Wyckoff Road  
Wall, NJ 07719  
Telephone: 732-938-1000  
Fax: 732-919-8118  
e-mail: [jkaputkin@njresources.com](mailto:jkaputkin@njresources.com)

Alternate

Ginger Richman  
1415 Wyckoff Road, Wall, NJ 07719  
Telephone: 732-938-1268  
Fax: 732-919-8118  
e-mail: [grichman@njresources.com](mailto:grichman@njresources.com)

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**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.

**Or**

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 #1
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.  

New Jersey - See Attachment #2
- Give name and address of officers.
  - 1) Ginger P. Richman – President
  - 2) Patrick Migliaccio – Senior Vice President, Chief Financial Officer and Treasurer
  - 3) Rhonda Figueroa – Secretary  
 Address:            1415 Wyckoff Road  
                          Wall, NJ 07719

### 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.

Address (For all companies referenced below): 1415 Wyckoff Road, Wall, NJ 07719.

No other affiliates currently applying to do business in Pennsylvania. A former affiliate, NJR Retail Services Company, has been sold to Direct Energy Business Marketing and is no longer a subsidiary of New Jersey Resources Corporation.

(1) New Jersey Resources Corporation

New Jersey Resources, a *Fortune 1000* company, provides reliable energy and natural gas services including transportation, distribution, and asset management in states from the Gulf Coast to the New England regions, including the Mid-Continent region, the West Coast and Canada, while investing in and maintaining an extensive infrastructure to support future growth. With over \$2.5 billion in annual revenues, NJR safely and reliably operates and maintains 6,700 miles of natural gas transportation and distribution infrastructure to serve nearly half a million customers; develops and manages a diverse portfolio of more than 777,000 dth/d of transportation capacity and 52 Bcf of storage capacity; and provides appliance installation, repair and contract service to approximately 150,000 homes and businesses. Additionally, NJR holds investments in midstream assets through equity partnerships including Steckman Ridge and Iroquois. Through Conserve to Preserve<sup>®</sup>, NJR is helping customers save energy and money by promoting conservation and encouraging efficiency.

(2) New Jersey Natural Gas Company (jurisdictional public utility)

New Jersey Natural Gas is the principal subsidiary of New Jersey Resources. New Jersey Natural Gas is a local gas distribution company with a service territory located exclusively in the State of New Jersey. New Jersey Natural Gas operates and maintains over 7,300 miles of natural gas transportation and distribution infrastructure to serve over half a million customers in New Jersey's Monmouth, Ocean and parts of Morris, Middlesex and Burlington counties.

(3) NJR Energy Services Company

NJR Energy Services, a subsidiary of New Jersey Resources Corporation, is a leader in the wholesale energy services market, providing unregulated wholesale energy services, including wholesale natural gas supply, pipeline and storage management, to customers in the U.S. (including Pennsylvania) and Canada.

(4) NJR Clean Energy Ventures Corporation

NJR Clean Energy Ventures, a subsidiary of New Jersey Resources Corporation, invests in, owns and operates renewable solar and wind energy projects that generate clean power and provide low carbon energy solutions. All of NJR Clean Energy Ventures' commercial and residential solar is located in the State of New Jersey. NJR Clean Energy Ventures owns five wind farms located throughout the U.S., including the Ringer Hill Wind Farm located in Somerset County, PA, described below.

(5) Steckman Ridge, LP

Steckman Ridge, LP is a Federal Energy Regulatory Commission (FERC) jurisdictional provider of market-based natural gas storage services located in Bedford County, Pennsylvania. Steckman Ridge, LP is 50% owned by Spectra Energy Partners, LP and 50% owned by a subsidiary of New Jersey Resources Corporation.

(6) Ringer Hill Wind, LLC

Ringer Hill Wind, LLC, is an approximately 40 MW wind powered electric generator regulated by the Federal Energy Regulatory Commission (FERC) under the Federal Power Act as an Exempt Wholesale Generator (EWG). Ringer Hill Wind Farm is located in Somerset County, Pennsylvania. All electricity generated by Ringer Hill is sold at wholesale into the PJM wholesale electricity market.

Other subsidiaries that have essentially no contact with PA can be found at our website: [www.njresources.com](http://www.njresources.com)

- 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.

NONE

4. OPERATIONS

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

Definitions

- Supplier – an entity which provides natural gas supply services to retail gas customers utilizing the jurisdictional facilities of an natural gas distribution company
- Broker/Marketer - an entity that acts as an intermediary in the sale and purchase of natural gas but does not take title to the natural gas.

The Applicant is presently doing business in Pennsylvania as a

- natural gas interstate pipeline
  - municipality providing service outside its municipal limits
  - local gas distribution company
  - retail supplier of natural gas services in the Commonwealth
  - a natural gas producer
  - a broker/marketer engaged in the business of supplying natural gas services
  - Other.
- (Identify the nature of service being rendered)

or

The Applicant is not presently doing business in Pennsylvania.

- b. **APPLICANT'S PROPOSED OPERATIONS:** The Applicant proposes to operate as a:

- Supplier or Aggregator of natural gas services
- Municipal supplier of natural gas services
- Cooperative supplier of natural gas services
- Broker/Marketer engaged in the business of supplying natural gas services
- Check here to verify that your organization will not be taking title to the natural gas nor will you be making payments for customers.

Other (Describe):

c. **PROPOSED SERVICES:** Describe in detail the natural gas supply services which the Applicant proposes to offer.

Provide retail natural gas supply to large commercial and industrial customers.

d. **PROPOSED SERVICE AREA:** Check the box of each Natural Gas Distribution Company for which the Applicant proposes to provide service.

- |   |  |
|---|--|
| <input type="checkbox"/> Columbia                     | <input type="checkbox"/> Philadelphia Gas Works      |
| <input type="checkbox"/> National Fuel Gas            | <input type="checkbox"/> UGI Central Penn            |
| <input type="checkbox"/> PECO                         | <input type="checkbox"/> UGI Penn natural            |
| <input type="checkbox"/> Peoples Gas – Equitable Div. | <input type="checkbox"/> UGI Utilities               |
| <input type="checkbox"/> Peoples Natural Gas          | <input type="checkbox"/> Valley Energy               |
| <input type="checkbox"/> Peoples TWP                  | <input checked="" type="checkbox"/> All of the above |
|   | <input type="checkbox"/>                             |

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

- Residential Customers
- Small Commercial Customers - (Less than 6,000 Mcf annually)
- Residential and Small Commercial as Mixed Meter ONLY (CANNOT BE TAKEN WITH RESIDENTIAL AND/OR SMALL COMMERCIAL ABOVE)
- Large Commercial Customers - (6,000 Mcf or more annually)
- Industrial Customers
- Governmental Customers      All of above
- (Except Mixed Meter)
- Other (Describe):

f. **START DATE:** Provide the approximate date the Applicant proposes to actively market within the Commonwealth.

Upon receipt of all required permits and certificates

## 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.

See Attachment # 3

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

See Attachment #3

- 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.

No actions or complaints

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

See Attachment #3

**6. PROOF OF SERVICE**

**Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.**  
*(Example Certificate of Service is attached at Appendix C)*

See below 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 202  
 300 North Second Street  
 Harrisburg, PA 17101

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

Bureau of Investigation & Enforcement  
 Pennsylvania Public Utility Commission  
 Commonwealth Keystone Building  
 400 North Street, 2 West  
 Harrisburg, PA 17120

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**b.) NGDCs:** 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 Natural Gas 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 NGDC is as follows.

See below Appendix C

<p><b>Columbia Gas of PA, Inc.</b>                  Michele Caddell                  290 W. Nationwide Blvd.                  Columbus, OH 43215                  PH: 614.460.6841 FAX:                  614.460.8447                  e-mail: <a href="mailto:mcaddell@nisource.com">mcaddell@nisource.com</a></p>	
<p><b>Peoples Natural Gas – Equitable Division</b>                  Lynda Petrichevich                  225 North Shore Drive                  Pittsburgh, PA 15212                  PH: 12.208.6528                  FAX: 412.208.6577                  e-mail:  <a href="mailto:Lynda.w.petrichevich@peoples-gas.com">Lynda.w.petrichevich@peoples-gas.com</a></p>	<p><b>National Fuel Gas Distribution Corp.</b>                  David D. Wolford                  6363 Main Street                  Williamsville, NY 14221                  PH: 716.857.7483                  FAX: 716.857.7479                  e-mail: <a href="mailto:wolfordd@natfuel.com">wolfordd@natfuel.com</a></p>



<p><b>The Peoples Natural Gas Company</b>  Lynda Petrichevich  225 North Shore Drive  Pittsburgh, PA 15212  PH: 412.208.6528 FAX:  412.208.6577  e-mail: <a href="mailto:Lynda.w.petrichevich@peoples-gas.com">Lynda.w.petrichevich@peoples-gas.com</a></p>	<p><b>PECO</b>  Carlos Thillet, Manager, Gas Supply  and  Transportation  2301 Market Street, S9-2  Philadelphia, PA 19103  PH: 215.841.6452  Email: <a href="mailto:carlos.thillet@exeloncorp.com">carlos.thillet@exeloncorp.com</a></p>
<p><b>Peoples TWP LLC (Formerly T. W. Phillips)</b>  Lynda Petrichevich  225 North Shore Drive  Pittsburgh, PA 15212  PH: 412.208.6528 FAX:  412.208.6577  e-mail: <a href="mailto:Lynda.w.petrichevich@peoples-gas.com">Lynda.w.petrichevich@peoples-gas.com</a></p>	<p><b>Philadelphia Gas Works</b>  Nicholas LaPergola  800 West Montgomery Avenue  Philadelphia, PA 19122  PH: 215.684.6278  email:  <a href="mailto:nicholas.lapergola@pgworks.com">nicholas.lapergola@pgworks.com</a></p>
<p><b>UGI Central Penn</b>  David Lahoff  2525 N. 12<sup>th</sup> Street, Suite 360  Reading, PA 19612-2677  PH: 610.796.3520                      Email:  <a href="mailto:dlahoff@ugi.com">dlahoff@ugi.com</a></p>	<p><b>UGI</b>  David Lahoff  2525 N. 12<sup>th</sup> Street, Suite 360  Reading, PA 19612-2677  PH: 610.796.3520  Email: <a href="mailto:dlahoff@ugi.com">dlahoff@ugi.com</a></p>
<p><b>Valley Energy Inc.</b>  Robert Crocker  523 South Keystone Avenue  Sayre, PA 18840-0340  PH: 570.888-9664              FAX:  570.888.6199                      email:  <a href="mailto:bobc@ctenterprises.org">bobc@ctenterprises.org</a></p>	<p><b>UGI Penn Natural</b>  David Lahoff  2525 N. 12<sup>th</sup> Street, Suite 360  Reading, PA 19612-2677  PH: 610.796.3520  Email: <a href="mailto:dlahoff@ugi.com">dlahoff@ugi.com</a></p>

**7. FINANCIAL FITNESS**

- a. **BONDING:** In accordance with 66 Pa. C.S. Section 2208(c), no natural gas supplier license shall be issued or remain in force unless the applicant or holder furnishes a bond or other security in a form and amount to ensure the financial responsibility of the natural gas supplier. The criteria used to determine the amount and form of such bond or other security shall be set by each NGDC. Provide documentation that the applicant has met the security requirement of each NGDC by submitting the letters sent by the NGDCs stating what bonding amounts they require.
- a) CPA – Attachment # 4 Page 1
  - b) National Fuel – Attachment #4 Page 2
  - c) PECO- Attachment #4 Page 3
  - d) Peoples- Attachment #4 Page 4
  - e) PGW - Attachment #4 Page 5
  - f) UGI - Attachment #4 Page 6
  - g) Valley - Attachment #4 Page 7
- 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.

Parent – New Jersey Resources Corporation  
Principle Affiliate – New Jersey Natural Gas Company

- Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)

[www.sec.gov](http://www.sec.gov) (type in symbol "NJR")

[www.njresources.com](http://www.njresources.com) (this is our web site please go to the investor relations section for financials)

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

- c. **SUPPLIER FUNDING METHOD:** If Applicant is operating as anything other than **Broker/Marketer only**, explain how Applicant will fund its operations. Provide all credit agreements, lines of credit, etc., and elaborate on how much is available on each item.

Supported through parent, New Jersey Resources Corporation. For further information please see our filings on [www.sec.gov](http://www.sec.gov) (type in symbol "NJR") and [www.njresources.com](http://www.njresources.com) (this is our web site please go to the investor relations section for financials).

- d. **BROKER PAYMENT STRUCTURE:** If applicant is a broker/marketer, explain how your organization will be collecting your fees.

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

Diane Davidson  
Corporate Controller  
1415 Wyckoff Road, Wall, NJ 07719  
Telephone: 732-919-8055  
Fax: 732-919-8118  
e-mail: [ddavidson@njresources.com](mailto:ddavidson@njresources.com)

f. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix D 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 #5

## 8. TECHNICAL FITNESS:

To ensure that the present quality and availability of service provided by natural gas distribution companies 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 natural gas industry.
- Summary and proof of licenses as a supplier of natural gas 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.
- Any other information appropriate to ensure the technical capabilities of the Applicant.

Phoenix Fuel Management Company's management each has over 25 years of experience in the natural gas business. Their experience ranges from natural gas retail marketing, local distribution customer service, wholesale gas marketing, local distribution company gas supply and on system transportation positions as well as power trading.

Phoenix Fuel Management Company will have supply and service agreements with a company with extensive upstream firm transportation and storage portfolio with ability to manage any load fluctuations from its retail customers.

Phoenix Fuel Management Company has an established, robust risk management system and risk management compliance team. This same group is responsible for our affiliate companies NJR Energy Services, our wholesale gas marketing company as well as New Jersey Natural Gas Company, our local distribution affiliate.

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

- X Internal** – Applicant will use its own internal resources/employees for marketing
- External NGS** – Applicant will contract with a **PUC LICENSED NGS**
- Affiliate** – Applicant will use a **NON-NGS affiliate that is a nontraditional marketer and/or marketing services consultant**
- External Third-Party** – Applicant will contract with a **NON-NGS third party nontraditional marketer and/or non-selling marketer** Other (Describe):
- 

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

- Yes
- X No**

If yes, will the Applicant be using verification procedures?

- Yes
- No

If yes, describe the Applicant's verification procedures.

**d. OVERSIGHT OF MARKETING:** Explain all methods Applicant will use to ensure all marketing is performed in an ethical manner, for both employees and subcontractors.

Code of Conduct for New Jersey Resources Corporation  
Wholesale Trading Code of Conduct

**e. OFFICERS:** Identify Applicant's chief officers, and include the professional resumes for any officers directly responsible for operations. All resumes should include date ranges and job descriptions containing actual work experience.

See Attachment #6

**Ginger P. Richman** President

Ms. Richman joined New Jersey Resources (NJR) in 2003. She is responsible for business development, strategy and expanding NJR Energy Services' (NJRES) presence into new market areas in the West Region. Prior to this, she served as Vice President of NJNG Energy Services for approximately two years, where she was responsible for all gas supply purchases for New Jersey Natural Gas (NJNG) and optimization of the NJNG's storage and transportation portfolio. In addition, her prior experience with NJR includes Vice President of NJRES where she oversaw the Transportation and Exchange group, business development, strategy and the company's expanding presence in new market areas. Before joining NJR, Ms. Richman served as Vice President of Transportation at El Paso Corporation in Houston. Her career at El Paso included a broad spectrum of responsibilities including valuation and analysis, and the creation and oversight of a mid-marketing group.

Ms. Richman received a BBA finance degree from University of Houston – Downtown

See Attachment #7

**Patrick Migliaccio Senior Vice President, Chief Financial Officer and Treasurer**

Mr. Migliaccio joined New Jersey Resources (NJR) in 2009. He is responsible for leadership and management of the corporate finance and accounting functions, including treasury investor relations, and tax. An accomplished leader and accounting expert in the energy industry, he worked for Public Service Enterprise Group and NRG Energy, as well as other energy companies in New Jersey, before joining NJR.

Mr. Migliaccio holds a bachelor's degree in Finance, an MBA from Fairleigh Dickinson University, and is an alumnus of Harvard Business School's Advanced Management Program.

Mr. Migliaccio serves on the Board of Trustees for the Independent College Fund of New Jersey.

See Attachment #8 - **Rhonda Figueroa** Secretary

**9. DISCLOSURE STATEMENT:**

*(Not applicable for an applicant applying for a license exclusively as a broker/marketer.)*

**DISCLOSURE STATEMENTS:** If proposing to serve Residential and/or Small Commercial (less than 6,000 Mcf annually) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix E to this Application.

- Natural gas 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.

Not Applicable. Phoenix Fuel Management Company not serving Residential or Small Commercial.

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

- a. **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 § 62.114.

AGREED

- b. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission:  
- Reports of Gross Receipts: Applicant shall file an annual report with the Commission on an annual basis no later than April 30<sup>th</sup> following the end of the calendar year per 52 Pa. Code § 62.110.

AGREED

- c. **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. § 2208(d). Transferee will be required to file the appropriate licensing application.

AGREED

- d. **ANNUAL FEES:** The Public Utility Code authorizes the PUC to collect an annual fee of \$350 from suppliers, brokers, marketers, and aggregators selling natural gas in the Commonwealth of PA, and a supplemental fee based on annual gross intrastate revenues, applicable to suppliers only.

ACKNOWLEDGED

- e. **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 § 62.105.

AGREED

- f. **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.

AGREED

- g. **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 thirty (30) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 62.105.

AGREED

- h. **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

- i. **FILING FEE:** The Applicant has enclosed or paid the required, non-refundable filing fee by **CERTIFIED CHECK OR MONEY ORDER** in the amount of \$350.00 payable to the Commonwealth of Pennsylvania. The Commission does not accept corporate or personal checks for filing fees.

PAYMENT ENCLOSED

## **11. AFFIDAVITS**

**(All affidavits must be notarized before filing.)**

- 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.
  
- b.) OPERATIONS AFFIDAVIT:** Provide an officially notarized affidavit stating that you will adhere to the Public Utility Code of Pennsylvania and applicable federal and state laws. An example copy of this Affidavit can be found at Appendix B.



## 12. NEWSPAPER PUBLICATIONS

**Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.**

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. The newspapers in which proof of publication are required is dependent on the service territories the applicant is proposing to serve.

The chart below dictates which newspapers are necessary for each NGDC. For example, an applicant that wants to operate in Peoples – Equitable would need to run ads in both The Erie TimesNews and the Pittsburgh Post-Gazette. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and must be supplied with this 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.

See Attachment 9

	Erie Times-News	Harrisburg Patriot-News	Philadelphia Daily News	Pittsburgh PostGazette	Scranton TimesTribune	Williamsp ort Sun-Gazette	Johnstown TribuneDemocrat
Columbia Gas	X	X		X		X	X
National Fuel Gas				X			
PECO			X				
Peoples - Equitable	X			X			
Peoples Natural Gas	X			X			X
Peoples TWP LLC				X			
Philadelphia Gas Works			X				
UGI		X	X		X		
UGI Central Penn	X	X	X	X	X	X	X
UGI Penn Natural		X			X	X	
Valley Energy					X	X	
Entire Commonwealth	X	X	X	X	X	X	X

*(Example Publications are provided at Appendices F and G)*

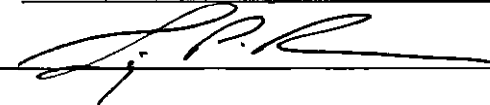
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SECRETARY'S BUREAU

**13. SIGNATURE**

Applicant:: Phoenix Fuel Management Company

By: 

Title: President

**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 is complete.

**Applicant:** Phoenix Fuel Management Company

Applicant's Use	<b>Signature</b>	PUC Secretary's Bureau Use
	<b>Filing Fee (ONLY CERTIFIED CHECK OR MONEY ORDER)</b>	
	<b>Application Affidavit</b>	
	<b>Operations Affidavit</b>	
	<b>Proof of Publication</b>	
	<b>Tax Certification Statement</b>	
	<b>Commonwealth Department of State Verification</b>	
	<b>Certificate of Service</b>	

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Appendix A

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

APPLICATION AFFIDAVIT

[Commonwealth/State] of New Jersey :  
County of Wall : ss.

Ginger P. Richman, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the President (Office of Affiant) of Phoenix Fuel Management Company (Name of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

That the Applicant herein Phoenix Fuel Management Company has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as a natural gas supplier pursuant to 66 Pa. C.S. § 2208 (c)(1).

That the Applicant herein Phoenix Fuel Management Company has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein Phoenix Fuel Management Company 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 Phoenix Fuel Management Company 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/her knowledge, information, and belief, and that he/she expects said Applicant to be able to prove the same at hearing.

  
Signature of Affiant

Sworn and subscribed before me this 30th day of April, 2018.

  
Signature of official administering oath

My commission expires \_\_\_\_\_  
JILL DEPHILLIPS  
A Notary Public of New Jersey  
My Commission Expires May 29, 2018

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

**Appendix B**

**OPERATIONS AFFIDAVIT**

[Commonwealth/State] of New Jersey :

: ss.

County of Wall :

Ginger P. Richman, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

she is the President (Office of Affiant) of Phoenix Fuel Management Company (Name of Applicant);

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

That Phoenix Fuel Management Company, the Applicant herein, acknowledges that [Applicant] 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 Phoenix Fuel Management Company, the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render natural gas supply 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 Phoenix Fuel Management Company, the Applicant herein, certifies to the Commission that it is subject to, will pay, and in the past has paid, 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 22 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 natural gas 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).

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 Phoenix Fuel Management Company, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506 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 Office of Communications 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/true and correct to the best of his/her knowledge, information, and belief.

  
\_\_\_\_\_  
Signature of Affiant

Sworn and subscribed before me this 30<sup>th</sup> day of April, 2018.

  
\_\_\_\_\_  
Signature of official administering oath

JILL DEPHILLIPS  
A Notary Public of New Jersey  
My Commission Expires May 29, 2018

My commission expires \_\_\_\_\_.

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APPENDIX D

See Attachment #5

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SECRETARY'S BUREAU

## Appendix E –Not needed for PFMC since not servicing residential customers

### Sample Disclosure Statement Format for Natural Gas Suppliers

This is an agreement for natural gas services, between (NGS name) and (customer's name and full address).

#### **Background**

We at (NGS name) are licensed by the Pennsylvania Public Utility Commission to offer and supply natural gas services in Pennsylvania. Our PUC license number is (A-XXXX-XXXXXXXX).

- Commodity prices and charges are set by the natural gas supplier you have chosen. The Public Utility Commission regulates distribution or delivery prices and services.
- *Include one of the two following options:*
- You will receive a single bill from (billing agent name) that will contain (NGDC name) charges and (NGS name) charges.
- You will receive a separate bill from (NGS name) for generation charges and a separate bill from (NGDC name) for its charges.
- Right of Rescission - you may cancel this agreement at any time before midnight of the third business day after receiving this disclosure. You can contact us by phone, in writing or electronically (if available) to cancel this agreement. See Section (X) for how to contact us.

#### **Definitions**

*Define any terms that may not be commonly understood by consumers. See the glossary on [www.pagasswitch.com](http://www.pagasswitch.com) for standard definitions.*

- Commodity charges: *The charges for basic gas supply service which is sold either by volume (Ccf or Mcf) or heating value (Dekatherms).*
- Nonbasic Charges - *Define each nonbasic service being offered.*

#### **Terms of Service**

1. **(a) Basic Service Prices** - *Itemize Basic Services you are billing for and their prices.*

*Include one of the following options:*

**FIXED PRICE:** You will pay (NGS Price) per (Mcf/Dth/ccf) for the commodity of natural gas.

- *Explain what is included in this price. The NGS's basic service price should include everything that is included in the NGDC's Price-to-Compare. Suggested language: "This price includes natural gas commodity charges, estimated Total State Taxes, but excludes applicable state and local Sales Tax."*

**VARIABLE PRICE:** You will pay a variable price that can change (monthly, quarterly, etc.). The price for the first billing period will be (NGS price).

- *Explain what is included in this price. The NGS's basic service price should include everything that is included in the NGDC's Price-to-Compare. Suggested language: "This price includes natural gas commodity charges and estimated Total State Taxes, but excludes applicable state and local Sales Tax."*
- *Suppliers are to include any variable pricing conditions and limits. If there are no limits, the NGS shall clearly and conspicuously state that there is no limit on how much the price may change from one billing cycle to the next. Information on the limits of price variability, or the lack of limits, must appear in a larger type size. The customer also needs to be informed of when and how they will receive notification of price changes. For example, if the customer is not going to be notified of price changes until the new price appears on their bill, the customer should be informed of this. If the customer will be receiving advance notice of price changes, the customer should be told when and how these notices will be provided.*
- *More information about this variable price product, including what this price has been for the past 24 months, can be found at (www.companywebsite.com) or you can call ((XXX) XXX-XXXX). However, please remember that past prices do not indicate present or future prices.*

**INTRODUCTORY PRICE:** You will pay an Introductory Price of (NGS Price) per (Mcf/Dth/ccf) for the commodity of natural gas for the first XX months/billing cycles. After this Introductory Price expires, you will pay (NGS Price) per (Mcf/Dth/ccf) for the commodity of natural gas.

- *Explain what is included in this price. The NGS's basic service price should include everything that is included in the NGDC's Price-to-Compare. Suggested language: "This price includes natural gas commodity charges and estimated Total State Taxes, but excludes applicable state and local Sales Tax."*

*If the price is variable, the information found above concerning VARIABLE PRICES must be included.*



**(b) Other Basic and Nonbasic Service Prices - Itemize other Basic and Nonbasic Services you are offering and their prices. This includes any monthly fees, if applicable.**

**2. Length of Agreement**

*Include one of the following two options:*

Fixed Duration/Length Agreement — You will buy your natural gas commodity service for the above address from (NGS) beginning on the date set by your Natural Gas Distribution Company (NGDC) and will continue for (XX) months (or billing cycles).

Month-to-Month Agreement — You will buy your natural gas commodity service for the above street address from (NGS) beginning on the date set by your Natural Gas Distribution Company (NGDC) and will continue on a month to month basis until cancelled by either the customer or (NGS). See Section (X) for how to cancel this agreement.

**3. Special Terms and Conditions - List and explain all that apply.**

*Sign-up bonuses*

*Add-ons*

*Limited time offers*

*Other Sales Promotions Exclusions*

**4. Special Services - Provide explanation of price, terms and conditions, if applicable.**

**5. Penalties, Fees and Exceptions - List any that apply, including a late payment charge. Penalties/Fees assessed on a customer for early termination of the agreement should be in plain language and easy for the customer to understand. The penalty/fee should be listed as a dollar amount or explained so that the customer can easily determine the amount of the penalty. The print size for this section must be larger than the print in the rest of the agreement.**

**6. Cancellation Provisions - This category may consist of both customer initiated cancellation provisions and supplier initiated cancellation provisions.**

**7. Agreement Expiration/Change in Terms**

If you have a fixed duration contract approaching the expiration date, or whenever we propose to change the terms of service, you will receive two separate written notifications, the first approximately 60 to 75 days in advance and the second 45 days in advance of either the expiration date or the effective date of the proposed changes. These notifications will explain your options going forward.

**8. Dispute Procedures**

Contact us with any questions concerning our terms of service. See Section (X) for contact information.

**9. Contract Assignment**

*If the contract is assignable, the NGS needs to include a section informing the customer of this possibility. The customer should be informed that contract terms and conditions remain unchanged*

*under an assignment, and that the customer will receive prior notification of any subsequent assignment. If an assignment occurs, the NGS shall provide notice to the affected customer, the affected NGDC and the Commission. The customer notice must include the name of the new NGS, the contact information for the new NGS and language informing the customer that contract terms and conditions remain unchanged. See 52 Pa. Code 62.75(j).*

**10. Contact Information**

Supplier Name:

Address:

Phone Number:

Internet Address:

**11. Information about shopping for a Natural Gas Supplier is available from:**

Pennsylvania Public Utility Commission (PUC)  
 400 North Street, Harrisburg PA 17120  
 1-800-692-7380 [www.pagasswitch.com](http://www.pagasswitch.com)

Pennsylvania Office of Consumer Advocate [www.oca.state.pa.us](http://www.oca.state.pa.us)

**Natural Gas Supplier Contract Summary**

Natural Gas Supplier Information	<i>Name, telephone number, website, etc. Plain language statement that NGS is responsible for gas commodity/supply charges.</i>
Natural Gas Price Structure	<i>Fixed, variable or other. If variable, based on what? If variable, how often is the price expected to vary? If variable, give any applicable ranges/ceilings. If no ranges/ceilings, a plain language statement indicating this fact. If variable, describe when the customer will receive notification of price changes in relation to time of month, final monthly meter read, billing cycle or when the price takes effect.</i>
Natural Gas Supply Price	<i>\$/unit or ¢/unit. If variable price, the first billing cycle's rate. Full disclosure of any introductory rate. If a monthly fee, disclose the amount and that it is in addition to the usage charges.</i>

Statement Regarding Savings	<i>Plain language that the supply price may not always provide savings to the customer.</i>
Deposit Requirements	<i>Any deposit requirements necessary for a customer and any terms associated with that deposit, in plain language.</i>
Incentives	<i>Any bonuses, discounts, cashback, offers, etc. and any associated terms, criteria and conditions, in plain language.</i>
Contract Start Date	<i>Plain language regarding the approximate start of NGS service.</i>
Contract Duration/Length	<i>In months, billing cycles, etc.</i>
Cancellation/Early Termination Fees	<i>Yes or no. If yes, describe the amount of the fee and how to avoid that fee, if possible.</i>
End of Contract	<i>Treatment of customer at the end of contract in plain language.</i>

**Appendix F**  
**EXAMPLE FORM OF NOTICE FOR NGS ONLY**

**PENNSYLVANIA**  
**PUBLIC UTILITY COMMISSION**  
**NOTICE**

*Application of **Company Name** (d/b/a "**Trade Name**") For Approval To Offer, Render, or Furnish Natural Gas Services as a **Supplier, Aggregator, or Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.***

**Company Name** will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier or aggregator of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas

services. **Company Name** proposes to sell natural gas and related services in [LIST NGDCS

HERE ] under the provisions of the new Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Company Name** may be filed within 15 days of the date of protest to this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any **Company's Name** attorney at the address listed below.

By and through Counsel: Attorney's Name

**Company Name**

**Address**

**Address**

**Phone**

**FAX**

**Appendix G**  
**EXAMPLE FORM OF NOTICE FOR COMBINED EGS AND NGS**

**PENNSYLVANIA  
PUBLIC UTILITY COMMISSION**

**NOTICE**

*Applications of **Company Name** (d/b/a "**Trade Name**") For Approval To Offer, Render, or Furnish Services as a **Supplier, Aggregator, and Marketer/Broker** Engaged In The Business Of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public In The Commonwealth Of Pennsylvania.*

**Company Name** will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. **Company Name** will also be filing an application with the 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. **Company Name** proposes to sell electricity, natural gas, and related services [LIST NGDCSs AND EDCS HERE ] under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

financial fitness of **Company Name**  
Secretary of the PUC, 400  
North Street, Harris  
protest to **Company's Name**

The PUC may consider this application without a hearing. Protests directed to the technical or may be filed within 15 days of the date of this notice with the burg, PA 17120. You should send copies of any attorney at the address listed below.

By and through Counsel: Attorney's Name

**Company Name**  
**Address**  
**Address**  
**Phone**  
**FAX**

## Appendix H

### Electronic Data Interchange and Internet Requirements

Any NGS suppliers and/or broker/marketers that wish to use the Electronic Data Interchange (EDI), in the NGDCs where its available, must meet the EDI certification requirements of the NGDC. Certification is a testing process using the Commission approved Internet protocol. To initiate this process, the NGS is encouraged to contact the NGDC as early as possible after filing an application for a license with the Commission, since certification may require as many as four months to complete and customer service contract dates may not commence prior to certification. NGDC requirements of new suppliers may be found on the respective NGDC home web page. Pennsylvania's industry stakeholder group the Electronic Data Exchange Working Group (EDEWG) develops and maintains the EDI transactions and related business practices, which are found on the Pa. PUC website at [http://www.puc.pa.gov/filing\\_resources/issues\\_laws\\_regulations/electronic\\_data\\_exchange.aspx](http://www.puc.pa.gov/filing_resources/issues_laws_regulations/electronic_data_exchange.aspx). The EDEWG meets telephonically the first Thursday of each month at 2:00pm ET to discuss EDI change control requests and other issues.

To keep current with Pennsylvania EDI practices and policies, a newly licensed NGS may choose to participate in the EDEWG by contacting the following:

#### PA EDEWG EDI Contacts

Entity Name	Contact Name	Telephone	Email	Preference
PA PUC	Jeff McCracken	717-783-6163	<a href="mailto:jmccracken@pa.gov">jmccracken@pa.gov</a>	Email
PA PUC	Lee Yalcin	717-787-6723	<a href="mailto:lyalcin@pa.gov">lyalcin@pa.gov</a>	Email
PA EDEWG LDC Co-Chair	Sue Scheetz	610-774-3616	<a href="mailto:smscheetz@pplweb.com">smscheetz@pplweb.com</a>	Email
PA EDEWG ESP Co-Chair	Christine Hughey	713-963-3640	<a href="mailto:chughey@sperianenergy.com">chughey@sperianenergy.com</a>	Email
PA EDEWG Secretary & Regional EDI Change Control Manager	Brandon Siegel	412-817-8004	<a href="mailto:brandon.siegel@intelometry.com">brandon.siegel@intelometry.com</a>	Email

#### PA NGDC EDI Contacts

Company Name	Contact Name	Telephone	Email	Preference
PGW	Sherri Pennington	215-684-6588	<a href="mailto:Sherri.Pennington@pgworks.com">Sherri.Pennington@pgworks.com</a>	Email
UGI Utilities Inc.	EDI Technical Support		<a href="mailto:edi@ugi.com">edi@ugi.com</a>	Email
UGI Utilities Inc.	David Lahoff	610-796-3520	<a href="mailto:dlahoff@ugi.com">dlahoff@ugi.com</a>	email

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SECRETARY'S BUREAU

Attachment #1 Question 2b  
Foreign Registration Statement

COMMONWEALTH OF PENNSYLVANIA  
DEPARTMENT OF STATE  
BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS  
401 NORTH STREET, ROOM 206  
P.O. BOX 8722  
HARRISBURG, PA 17105-8722  
[WWW.CORPORATIONS.PA.GOV](http://WWW.CORPORATIONS.PA.GOV)

Alex Gonzalez  
1415 Wyckoff Road  
Wall NJ 07719

Phoenix Fuel Management Company

THE BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS IS HAPPY TO SEND YOUR FILED DOCUMENT. THE BUREAU IS HERE TO SERVE YOU AND WE WOULD LIKE TO THANK YOU FOR DOING BUSINESS IN PENNSYLVANIA.

IF YOU HAVE ANY QUESTIONS PERTAINING TO THE BUREAU, PLEASE VISIT OUR WEBSITE AT [www.dos.pa.gov/BusinessCharities](http://www.dos.pa.gov/BusinessCharities) OR YOU MAY CONTACT US BY TELEPHONE AT (717)787-1057. INFORMATION REGARDING BUSINESS AND UCC FILINGS CAN BE FOUND ON OUR SEARCHABLE DATABASE AT [www.corporations.pa.gov/Search/CorpSearch](http://www.corporations.pa.gov/Search/CorpSearch).

ENTITY NUMBER : 6697753

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SECRETARY'S BUREAU

PENNSYLVANIA DEPARTMENT OF STATE  
BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS

Document will be returned to the name and address entered below.			Foreign Registration Statement		
Alex Gonzalez			DSCB: 15-412		
Name			T M L 1 8 0 4 1 2 J D 0 9 6 5		
1415 Wyckoff Road,			T M L 1 8 0 4 1 2 J D 0 9 6 5		
Address			T M L 1 8 0 4 1 2 J D 0 9 6 5		
Wall	NJ	07719	T M L 1 8 0 4 1 2 J D 0 9 6 5		
City State Zip Code			T M L 1 8 0 4 1 2 J D 0 9 6 5		

Read all instructions prior to completing. This form may be submitted online at <https://www.corporations.pa.gov/>.

Fee: \$250.00  I qualify for a veteran/reservist-owned small business fee exemption (see instructions)

In compliance with the requirements of the applicable provisions of 15 Pa.C.S. § 412 (relating to foreign registration statement), the undersigned foreign association hereby states that:

1. The type of association is (check only one):

- Business Corporation  Limited Partnership  Business Trust  
 Nonprofit Corporation  Limited Liability (General) Partnership  Professional Association  
 Limited Liability Company  Limited Liability Limited Partnership

2. The full and proper name of the foreign association as registered in its jurisdiction of formation is:

Phoenix Fuel Management Company

2A. If the name in 2 does not contain a required designator or if the name in 2 is not available for use in the Commonwealth, the alternate name under which the association is registering in this Commonwealth is:

3. The jurisdiction of formation: NJ

4. The street and mailing address of the association's principal office.

1415 Wyckoff Road, Wall NJ 07719

Number and street City State Zip

4A. The street and mailing address of the office, if any, required to be maintained by the law of the association's jurisdiction of formation in that jurisdiction:

Number and street City State Zip

PA DEPT. OF STATE

APR 06 2018

PENN File: March 28, 2018



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

Complete part (a) OR (b) - not both:

(a)	600 Hamilton Street,	Allentown	PA	18101	Lehigh
	Number and street	City	State	Zip	County

OR

(b) c/o: \_\_\_\_\_  
 Name of Commercial Registered Office Provider County

6. Check one of the following:

- The association may not have series.
- The association may have one or more series.

7. Effective date of registration of foreign association (check, and if appropriate complete, one of the following):

- The Foreign Registration Statement shall be effective upon filing in the Department of State.
- The Foreign Registration Statement shall be effective on: \_\_\_\_\_ at \_\_\_\_\_  
 Date (MM/DD/YYYY) Hour (if any)

8. To be completed by Limited Liability Companies only. Check, and if appropriate complete, one of the following:

- The association is a limited liability company which is not organized to render any of the below professional service(s).
- The association is a restricted professional limited liability company organized to render one or more of the following professional service(s): (If this box is checked, one or more of the fields below must be checked.)
  - Chiropractic     Dentistry     Law     Medicine and surgery
  - Optometry     Osteopathic medicine and surgery     Podiatric medicine     Public accounting
  - Psychology     Veterinary medicine

IN TESTIMONY WHEREOF, the undersigned association has caused this Foreign Registration Statement to be signed by a duly authorized representative thereof this \_\_\_\_\_ 28th day of March, 2018

Phoenix Fuel Management Company  
 \_\_\_\_\_  
 Name of Association  
 Ginger Richman  
 \_\_\_\_\_  
 Signature  
 President  
 \_\_\_\_\_  
 Title

NEW JERSEY DEPARTMENT OF THE TREASURY  
DIVISION OF REVENUE AND ENTERPRISE SERVICES

CERTIFICATE OF INC, (PROFIT)

PHOENIX FUEL MANAGEMENT COMPANY  
0450252643

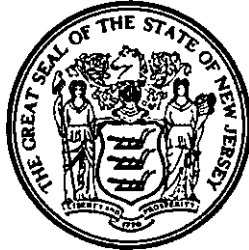
The above-named DOMESTIC PROFIT CORPORATION was duly filed in accordance with New Jersey State Law on 03/20/2018 and was assigned identification number 0450252643. Following are the articles that constitute its original certificate.

1. **Name:**  
PHOENIX FUEL MANAGEMENT COMPANY
  2. **Registered Agent:**  
RICHARD REICH
  3. **Registered Office:**  
C/O NEW JERSEY RESOURCES CORP.  
1415 WYCKOFF ROAD  
WALL, NEW JERSEY 07719
  4. **Business Purpose:**  
ANY LAWFUL BUSINESS ACTIVITY OR ACTIVITIES WHATSOEVER WITHIN THE PURPOSES FOR WHICH CORPORATIONS MAY BE ORGANIZED UNDER THE NEW JERSEY BUSINESS CORPORATION ACT AND TO HAVE ALL OF THE POWERS CONFERRED UPON CORPORATIONS ORGANIZED UNDER SAID ACT.
  5. **Duration:**  
PERPETUAL
  6. **Stock:**  
1000
  7. **Effective Date of this filing is:**  
03/20/2018
  8. **Designation of Shares:**  
N/A
  9. **Statement of Authority:**  
N/A
  10. **First Board of Directors:**  
GINGER RICHMAN  
C/O NEW JERSEY RESOURCES CORP.  
1415 WYCKOFF ROAD  
WALL, NEW JERSEY 07719
  11. **Incorporators:**  
RICHARD REICH  
C/O NEW JERSEY RESOURCES CORP.  
1415 WYCKOFF ROAD  
WALL, NEW JERSEY 07719
  12. **Main Business Address:**  
C/O NEW JERSEY RESOURCES CORP.  
1415 WYCKOFF ROAD  
WALL, NEW JERSEY 07719
- Signatures:**  
RICHARD REICH  
INCORPORATOR

NEW JERSEY DEPARTMENT OF THE TREASURY  
DIVISION OF REVENUE AND ENTERPRISE SERVICES

CERTIFICATE OF INC, (PROFIT)

PHOENIX FUEL MANAGEMENT COMPANY  
0450252643



Certificate Number : 4050639651  
Verify this certificate online at  
[https://www1.state.nj.us/TYTR\\_StandingCert/JSP/Verify\\_Cert.jsp](https://www1.state.nj.us/TYTR_StandingCert/JSP/Verify_Cert.jsp)

*IN TESTIMONY WHEREOF, I have  
hereunto set my hand and  
affixed my Official Seal  
20th day of March, 2018*

A handwritten signature in black ink, appearing to read "Elizabeth Maher Muoio".

*Elizabeth Maher Muoio  
Acting State Treasurer*

**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.

**RESPONSE:**

- i) **CRIMINAL PROCEEDINGS:** The Applicant, an affiliate, a predecessor of either, or a person identified in this Application, have NOT been and are NOT currently the defendant of a criminal proceeding within the last five (5) years.
- ii) **CIVIL PROCEEDINGS:**
- a. The *Applicant* is a new entity with no predecessors and is not currently or within the last five (5) years the defendant in any civil proceedings.
- b. *Affiliated companies of the Applicant* are currently and have been within the last five (5) years a defendant in various civil proceedings relating to matters that arise in connection with the conduct of their businesses that are not material. For example:
- i. 25 personal injury litigation matters,
  - ii. 20 property damage litigation matters,
  - iii. 10 employment matters, and
  - iv. various other litigation for breach of contract related to appliance, equipment and/or pipe installation, property damage, and automobile accidents.

Material matters are reported in public filings with the U.S. Securities and Exchange Commission and, within the last five (5) years, include only a public utility affiliate's requirement to remediate properties affected by historic manufactured gas plants and a single gas explosion in February 2015 resulting in injury to utility employees and damage to several residential properties.

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

**RESPONSE:**

To the extent the affiliated companies of the Applicant are currently a defendant in any civil proceeding relating to matters arising in the ordinary course of their businesses, the affiliated companies believe that the results of the litigation will not have a material adverse effect on its financial condition, results of operations or cash flows for any particular period, depending in part on the operating results for that period.

- 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.

**RESPONSE:**

As stated above, the Applicant is a newly formed entity with no predecessors and, therefore, is not currently (or in the past five (5) years) the subject of any formal or escalated actions or complaints by a customer, regulatory agency or prosecutory agency.

One of the affiliated entities of the Applicant is a Public Utility and as such processes approximately 275 escalated customer complaints per year for the last five (5) years to the New Jersey Board of Public Utilities or Consumer Protection Agencies. Another affiliated company which installs heating, air conditioning and other consumer appliances processed, on average, 20 escalated customer complaints per year to regulatory or consumer protection agencies.

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

**RESPONSE:**

To the extent the Public Utility affiliated entity is party to any formal or escalated actions or complaints arising in the ordinary course of its business, the affiliated entity believes that the results of the actions or complaints will not have a material adverse effect on its financial condition, results of operations or cash flows for any particular period, depending in part on the operating results for that period.



March 29, 2018

Adrienne Kalbacher  
Contracts Manager  
Phoenix Fuel Management Company  
1415 Wyckoff Road  
Wall, NJ 07719

Dear Adrienne Kalbacher:

We are pleased that Phoenix Fuel Management Company has applied for a license to provide Natural Gas Supply Service on the distribution system of Columbia Gas of Pennsylvania, Inc. ("Columbia Gas").

Under Paragraph 2.4.5 of the Rules Applicable to Distribution Service section of the Tariff of Columbia Gas, Phoenix Fuel Management Company could be required to provide to Columbia Gas a bond or other financial security instrument in an amount that Columbia Gas determines to be appropriate. We have determined at this time that Phoenix Fuel Management Company has met the financial security requirement to provide Natural Gas Supply Service to Columbia Gas customers.

If the creditworthiness requirement or Columbia Gas' exposure to Phoenix Fuel Management Company changes in the future, Columbia Gas might deem it appropriate to require Phoenix Fuel Management Company to provide a bond or other financial security instrument.

Please feel free to contact me at 614-460-4881 should you have any questions regarding a bond or other financial security instrument requirements of Columbia Gas.

Sincerely,

A handwritten signature in cursive script that reads "Debbie Vair".

Debbie Vair  
Manager of Gas Transportation Service and Nominations

RECEIVED  
MAY -1 2018  
PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

National Fuel Gas Distribution Corporation-Will be provided electronically when received.

**From:** Beverly Hogan  
**To:** [Kalbacher, Adrienne](#)  
**Cc:** [Dave Wolford](#)  
**Subject:** PA Supplier Application - Phoenix Fuel Management Company  
**Date:** April 03, 2018 16:14:33

---

Adrienne,

This email is in response to your email to Dave Wolford of National Fuel Gas Distribution Corporation ("National Fuel") regarding a bonding letter for Phoenix Fuel Management Company.

National Fuel's requirements regarding the issuance of a bonding letter are that once we receive at least a draft copy of the proposed application that is going to be filed or a copy of the application that has been filed with the Pennsylvania Public Utility Commission ("PUC" or "Commission"), a bonding letter will be provided to you promptly via email and/or postal service to submit to the Commission. We are interested in at least the first 14 pages of this application, which can be emailed to me and/or Dave Wolford. It is not necessary to send financial information at this time.

Upon discussion with the PUC, it is our understanding that the bonding letters (Section 7), as well as the proof of publications (Section 12), can be submitted at a later date than when the original application is submitted.

If you have additional questions, please call me at 716/857-7950.

Thank you,

Bev Hogan  
National Fuel Gas Distribution Corporation  
Transportation Services Help Desk  
(716) 857-7232 Fax (716) 857-7479  
Email: [tsssupport@natfuel.com](mailto:tsssupport@natfuel.com)

-----Original Message-----

From: Kalbacher Adrienne [<mailto:ahkalbacher@njresources.com>]  
Sent: Monday, April 02, 2018 4:55 PM  
To: Dave Wolford <[WolfordD@natfuel.com](mailto:WolfordD@natfuel.com)>; TSD-Billing <[TSD-Billing@natfuel.com](mailto:TSD-Billing@natfuel.com)>  
Subject: New Retail Service provider behind National Fuel Gas Distribution Corp. Citygate-Phoenix Fuel Management Company

\*\*\*\*\* THIS IS AN EXTERNAL EMAIL, DO NOT OPEN LINKS OR ATTACHMENTS UNLESS YOU TRUST THE SENDER \*\*\*\*\*

David/Nicole - Phoenix Fuel Management Company ("PFMC") would like to register to become a retail provider of natural gas behind your citygate for large commercial and industrial customers. Your name was provided on the PA Application for providing Natural Gas. You had helped me with our previous retail subsidiary, NJR Retail Services Company ("NJRRS") that has been sold to Direct Energy Business Marketing.

We need to provide documentation to the state that we have met your financial criteria. I am sending you a brief write-up of PFMC's ultimate parent, New Jersey Resources Corporation. Please let me if this is sufficient for the information needed or if you need any additional information. I have also attached the PA supplier bonding letter that was provided to us for NJRRS. We need a similar letter for PFMC.

Financial Summary

New Jersey Resources (NJR) is the parent company for various subsidiaries including New Jersey Natural Gas (NJNG) and NJR Retail Services Company (NJRRSC). NJR is a publicly traded company on the NYSE, trading under the symbol NJR, and as such files annual financial statements on Form 10-K to the SEC combined with quarterly updates on Form 10-Q. These financials can be viewed at:

[www.sec.gov](http://www.sec.gov) <<http://www.sec.gov>> (type in symbol "NJR")

[www.njresources.com](http://www.njresources.com) <<http://www.njresources.com>> (this is our web site please go to the investor relations section for financials)

NJNG, the principal subsidiary of NJR, is rated A/Aa2 by S&P/Moody's, respectively. NJNG is a regulated natural gas utility with a full gas cost recovery mechanism approved by the NJ Board of Public Utilities.

PFMC is an unregulated natural gas retail marketing company serving commercial and industrial customers and is not rated, nor does it issue separate financials.

If required, NJR (Parent Co.) will provide a parental guaranty on behalf of NJRRSC. NJNG cannot directly guaranty PFMC for regulatory reasons.

If you have any questions regarding the financial structure of our organization, please contact myself, Adrienne Kalbacher, 302-455-9282 [ahkalbacher@njresources.com](mailto:ahkalbacher@njresources.com) <<mailto:ahkalbacher@njresources.com>> or our Credit Manager, Kevin W. O'Dea, CPA & MBA, 732 919 8195 [kodea@njresources.com](mailto:kodea@njresources.com) <<mailto:kodea@njresources.com>> .

Thank you,

Adrienne Kalbacher  
Contracts Manager

New Jersey Resources Corporation

#### Trade References

##### Company/Address

##### Phone/Contact Person

- |                   |                             |                 |                     |
|-------------------|-----------------------------|-----------------|---------------------|
| 1. Company:       | Spectra Energy Corp.        | Phone:          | 713-627-5054        |
| Address:          | 5400 Westheimer Court       | Fax No:         | 713-989-1613        |
| City, State, Zip: | Houston, TX 77056           | Contact Person: | Leah Moss           |
| 2. Company:       | Transcanada US              | Phone:          | 832-320-5543        |
| Address:          | 5151 San Felipe, Suite 2500 | Fax No:         | n/a                 |
| City, State, Zip: | Houston, TX 77056           | Contact Person: | Stan Chapman        |
| 3. Company:       | PSEG Energy Resources       | Phone:          | 973-430-6319        |
| Address:          | 80 Park Plaza, T19          | Fax No:         | 973-643-8385        |
| City, State, Zip: | Newark, NJ 07101            | Contact Person: | Vincent Tennariello |
| 4. Company:       | Dominion Transmission       | Phone:          | 832-676-5125        |
| Address:          | 445 W. Main St.             | Fax No:         | 832-676-1605        |
| City, State, Zip: | Clarksburg, WV 26301        | Contact Person: | Don Raikes          |

#### Bank Reference

Name: PNC Financial Services Group  
Address: 155 East Broad St.  
Columbus, OH 43215  
Contact: Tom Redmond  
Phone: 614-463-8540  
Concentration Account Number: 1004387446





An Exelon Company

April 9th, 2018

Adrienne Kalbacher  
NJR Retail Services Company  
1415 Wychoff Rd  
P O Box 1464  
Wall, NJ 07719

Re: Request for Letter of Credit

Dear Adrienne Kalbacher

In compliance with your request of April 3, 2018, we are providing this notification that NJR Retail Services Company will meet the creditworthiness business requirement involved with the Gas Service Tariff and the High Volume Transportation program; subject upon the receipt of an initial Surety of a \$100,000.00 Guaranty from New Jersey Resources (NJR) on behalf of Phoenix Fuel Management Company.

Please note, when the creditworthiness requirements are met, as referenced within section 25 of the current Gas Service Tariff, PECO has the right to re-assess the creditworthiness of the company if PECO has any reason to suspect a change in the marketer's financial condition.

If you have any other questions, please contact me directly at (215) 841-6452.

Respectfully submitted,

A handwritten signature in cursive script that reads "Carlos P. Thillet".

Carlos P. Thillet  
Manager, Gas Supply and  
Transportation 2301 Market St S18-1  
Philadelphia, Pa 19103

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MAY - 1 2018  
PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU



375 North Shore Drive  
Pittsburgh, Pennsylvania 15212

[www.peoples-gas.com](http://www.peoples-gas.com)

**Lynda W. Petrichevich**  
Vice President, Regulatory Affairs

**Peoples Service Company LLC**  
Phone: 412-208-6528; Fax: 412-208-6577  
Email: [lpetrichevich@peoples-gas.com](mailto:lpetrichevich@peoples-gas.com)

April 3, 2018

Ginger P. Richman  
President  
Phoenix Fuel Management Company  
1415 Wyckoff Road  
Wall, NJ 07719

Dear Ms. Richman:

We are pleased that Phoenix Fuel Management Company has applied for a license to provide natural gas services on the Peoples Group of Companies. Specifically you have requested to be licensed as a supplier on the distribution systems of Peoples Natural Gas Company LLC, Peoples Natural Gas Company LLC – Equitable Division, and Peoples Gas Company LLC (formerly Peoples TWP) ("the Companies").

Since Phoenix Fuel Management Company is not currently serving customers on the Peoples systems, we have determined at this time that Phoenix Fuel Management Company does not need a bond or other financial security requirement to provide these services to the Company's customers.

If a Pool is established, and customers are enrolled which alters the creditworthiness requirement or the Company's exposure to Phoenix Fuel Management Company provision of services on the Peoples' system changes in the future, the Companies may deem it appropriate to require a bond or other financial instrument.

If you have any questions feel free to contact me at 412-208-6528 or by email at [Lynda.W.Petrichevich@peoples-gas.com](mailto:Lynda.W.Petrichevich@peoples-gas.com).

Sincerely,

A handwritten signature in cursive script that reads "Lynda W. Petrichevich".

Lynda W. Petrichevich  
Vice President – Regulatory Affairs  
Peoples Natural Gas Company LLC

Cc: Carol Scanlon  
Stephen Kelly

Letter will be provided electronically

**From:** LaPergola, Nicholas F  
**To:** Kalbacher, Adrienne  
**Cc:** Schroeck, Debra L  
**Subject:** RE: New retail service provider behind PGW citygate- Phoenix Fuel Management Company  
**Date:** April 19, 2018 10:48:47  
**Attachments:** image002.png

---

Ok but it may a couple of days due to vacations.

---

**From:** Kalbacher, Adrienne [mailto:ahkalbacher@njresources.com]  
**Sent:** Thursday, April 19, 2018 10:10 AM  
**To:** LaPergola, Nicholas F  
**Cc:** Schroeck, Debra L  
**Subject:** New retail service provider behind PGW citygate- Phoenix Fuel Management Company

Nicholas - What Debbi sent was for our previous subsidiary, NJR Retail Services Company ("NJRRS"), that was sent on 4/10/2017. We have sold NJRRS to Direct Energy Business Marketing and are setting up a new retail entity. I need a letter for our new subsidiary, Phoenix Fuel Management Company.

Thank you,  
Adrienne Kalbacher  
Contracts Manager  
1415 Wyckoff Road  
Wall, NJ 07719  
302-455-9282  
[ahkalbacher@njresources.com](mailto:ahkalbacher@njresources.com)

**From:** LaPergola, Nicholas F [mailto:Nicholas.LaPergola@pgworks.com]  
**Sent:** April 19, 2018 8:13 AM  
**To:** Kalbacher, Adrienne <ahkalbacher@njresources.com>  
**Subject:** FW: New retail service provider behind PGW citygate- Phoenix Fuel Management Company

FYI

---

**From:** Giarrocco, Steven  
**Sent:** Thursday, April 19, 2018 8:09 AM  
**To:** LaPergola, Nicholas F; Ruff, Akia S.  
**Cc:** Schroeck, Debra L  
**Subject:** RE: New retail service provider behind PGW citygate- Phoenix Fuel Management Company

From the email chain it looks like Debbi sent the letter on 4/10



Steven Giarrocco | Administrator, Retail Operations | Gas Control & Acquisition  
Philadelphia Gas Works | 800 W. Montgomery Ave | Philadelphia, PA 19122

Phone: (215) 684-6325 | Fax: (215) 684-6602  
Follow us on [Facebook](#) [Twitter](#) and [YouTube](#)

---

**From:** LaPergola, Nicholas F  
**Sent:** Thursday, April 19, 2018 5:33 AM  
**To:** Giarrocco, Steven; Ruff, Akia S.  
**Subject:** FW: New retail service provider behind PGW citygate- Phoenix Fuel Management Company

Do you know where this stands.

---

**From:** Kalbacher Adrienne [<mailto:ahkalbacher@njresources.com>]  
**Sent:** Wednesday, April 18, 2018 3:53 PM  
**To:** Schroeck, Debra L; LaPergola, Nicholas F  
**Subject:** New retail service provider behind PGW citygate- Phoenix Fuel Management Company

Nicholas – Would you please give me the status of emailing me the letter that Phoenix Fuel Management Company has met your financial criteria?

Thank you,  
Adrienne Kalbacher  
Contracts Manager  
1415 Wyckoff Road  
Wall, NJ 07719  
302-455-9282  
[ahkalbacher@njresources.com](mailto:ahkalbacher@njresources.com)

**From:** Kalbacher Adrienne  
**Sent:** April 02, 2018 5:23 PM  
**To:** 'Debra.Schroeck@pgworks.com' <[Debra.Schroeck@pgworks.com](mailto:Debra.Schroeck@pgworks.com)>; LaPergola, Nicholas F <[Nicholas.LaPergola@pgworks.com](mailto:Nicholas.LaPergola@pgworks.com)>  
**Subject:** New retail service provider behind PGW citygate- Phoenix Fuel Management Company

Phoenix Fuel Management Company (“PFMC”) would like to register to become a retail provider of natural gas behind your citygate for large commercial and industrial customers. You had helped me with our previous retail subsidiary, NJR Retail Services Company (“NJRRS”) that has been sold to Direct Energy Business Marketing.

We need to provide documentation to the state that we have met your financial criteria. I am sending you a brief write-up of PFMC’s ultimate parent, New Jersey Resources Corporation. Please let me if this is sufficient for the information needed or if you need any additional information. I have also attached the PA supplier bonding letter that was provided to us for NJRRS. We need a similar letter for PFMC.

### **Financial Summary**

New Jersey Resources (NJR) is the parent company for various subsidiaries including New Jersey Natural Gas (NJNG) and Phoenix Fuel Management Company (“PFMC”). NJR is a publicly traded company on the NYSE, trading under the symbol NJR, and as such files annual financial statements on Form 10-K to the SEC combined with quarterly updates on Form 10-Q. These financials can be

viewed at:

[www.sec.gov](http://www.sec.gov) (type in symbol "NJR")

[www.njresources.com](http://www.njresources.com) (this is our web site please go to the investor relations section for financials)

NJNG, the principal subsidiary of NJR, is rated A/Aa2 by S&P/Moody's, respectively. NJNG is a regulated natural gas utility with a full gas cost recovery mechanism approved by the NJ Board of Public Utilities.

PFMC is an unregulated natural gas retail marketing company serving commercial and industrial customers and is not rated, nor does it issue separate financials.

If required, NJR (Parent Co.) will provide a parental guaranty on behalf of PFMC. NJNG cannot directly guaranty PFMC for regulatory reasons.

If you have any questions regarding the financial structure of our organization, please contact myself, Adrienne Kalbacher, 302-455-9282 [ahkalbacher@njresources.com](mailto:ahkalbacher@njresources.com) or our Credit Manager, Kevin W. O'Dea, CPA & MBA, 732 919 8195 [kodea@njresources.com](mailto:kodea@njresources.com).

Thank you,

Adrienne Kalbacher  
Contracts Manager

## New Jersey Resources Corporation

### Trade References

Company/Address

Phone/Contact Person

- |   |  |
|---|--|
| 1. Company: Spectra Energy Corp.<br>Address: 5400 Westheimer Court<br>City, State, Zip: Houston, TX 77056 | Phone: 713-627-5054<br>Fax No: 713-989-1613<br>Contact Person: Leah Moss           |
| 2. Company: Transcanada US<br>Address: 5151 San Felipe, Suite 2500<br>City, State, Zip: Houston, TX 77056 | Phone: 832-320-5543<br>Fax No: n/a<br>Contact Person: Stan Chapman                 |
| 3. Company: PSEG Energy Resources<br>Address: 80 Park Plaza, T19<br>City, State, Zip: Newark, NJ 07101    | Phone: 973-430-6319<br>Fax No: 973-643-8385<br>Contact Person: Vincent Tennariello |
| 4. Company: Dominion Transmission<br>Address: 445 W. Main St.<br>City, State, Zip: Clarksburg, WV 26301   | Phone: 832-676-5125<br>Fax No: 832-676-1605<br>Contact Person: Don Raikes          |

## Bank Reference

Name: PNC Financial Services Group  
Address: 155 East Broad St.  
Columbus, OH 43215  
Contact: Tom Redmond  
Phone: 614-463-8540  
Concentration Account Number: 1004387446

Adrienne Kalbacher  
Contracts Manager  
1415 Wyckoff Road  
Wall, NJ 07719  
302-455-9282  
[ahkalbacher@njresources.com](mailto:ahkalbacher@njresources.com)

---

**From:** Schroeck, Debra L [<mailto:Debra.Schroeck@pgworks.com>]  
**Sent:** April 10, 2017 2:46 PM  
**To:** Kalbacher Adrienne <[ahkalbacher@njresources.com](mailto:ahkalbacher@njresources.com)>  
**Cc:** LaPergola, Nicholas F <[Nicholas.LaPergola@pgworks.com](mailto:Nicholas.LaPergola@pgworks.com)>  
**Subject:** Supplier Letter - NJR Retail Services Company

Attached is the Security Requirement letter for NJR Retail Services Company.



Debbi Schroeck | Executive Assistant | Gas Management  
**Philadelphia Gas Works** | 800 W. Montgomery Ave | Philadelphia, PA 19122  
Phone: (215) 684-6373 | Fax: (215) 684-6602  
Follow us on [Facebook](#) [Twitter](#) and [YouTube](#)



UGI Utilities, Inc.  
2525 North 12<sup>th</sup> Street  
Suite 360  
Post Office Box 12677  
Reading, PA 19612-2677

April 13, 2018

Adrienne Kalbacher  
Contracts Manager  
Phoenix Fuel Management Company (PFMC)  
1415 Wyckoff Road  
Wall, NJ 07719

RE: UGI Financial Security Requirements

Dear Ms. Kalbacher,

UGI Utilities, Inc. ("UGIU") has reviewed the request of Phoenix Fuel Management Company ("PFMC") for approval to operate as a Natural Gas Supplier. Based on this review and the requirement that PFMC must post security as specified in the UGI Utilities, Inc.-Gas Division ("UGI"), UGI Penn Natural Gas, Inc. ("PNG") and/or UGI Central Penn Gas, Inc. ("CPG") Supplier Coordination Tariffs before it serves Choice customers on the UGI, PNG and/or CPG distribution systems, UGIU has determined that PFMC has demonstrated adequate creditworthiness to satisfy any costs UGI, PNG and/or CPG may incur in the event they operate as a supplier of last resort due to a default on the part of PFMC.

This determination may change in the event there is a material deterioration in PFMC's financial condition, if PFMC's obligations to UGI, PNG and/or CPG exceed the amount of the financial security provided, if the financial security is withdrawn or is deemed to be null and void or inadequate due to the material financial deterioration of any guarantor, or if PFMC fails to abide by the terms and conditions of the UGI, PNG and/or CPG Gas Tariffs and the UGI, PNG and/or CPG Natural Gas Supplier Coordination Tariffs.

Please feel free to contact me with any additional questions that you may have. I can be reached at (610) 796-3520

Sincerely,

A handwritten signature in black ink, appearing to read "David E. Lahoff".

David E. Lahoff  
Senior Manager, Tariff & Supplier Administration  
UGI Utilities, Inc.



# VALLEY ENERGY

523 S. Keystone Avenue, P.O. Box 340, Sayre, PA 18840  
800/998-4427 • 570/888-9664 • FAX 570/888-6199

April 12, 2018

**VIA EMAIL**

Ms. Adrienne Kalbacher  
Contracts Manager  
1415 Wyckoff Rd.  
Wall, NJ 07719

**RE: Phoenix Fuel Management Company**

Dear Ms. Kalbacher:

We understand that Phoenix Fuel Management Company has applied with the Pennsylvania Public Utility Commission to supply natural gas services to the public in Pennsylvania including our company's service area.

Because Phoenix Fuel Management Company intends to only provide natural gas aggregating, brokering and consulting services at this time, we have determined that Phoenix Fuel Management Company will not be required to post a bond or other form of financial security instrument to provide these services in our service area. However, if the services provided change in the future, we reserve the right to require security from Phoenix Fuel Management Company as deemed appropriate.

If you have any questions, please contact Jamie Levering at 570-888-9664.

Sincerely,

Edward E. Rogers  
President & CEO

EER/ss

cc: J. Levering, Valley Energy

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MAY -1 2018  
PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU



# Ginger Richman

Email: grichman@njresources.com

Phone: 732-938-1268

## Experience

### New Jersey Resources

March 2003-Current

- NJR Retail Services Company, President-NJR Retail Services November 2017-Present
  - Manage and direct retail services activity
  - Manage and direct retail services strategy
- NJR Energy Services Company, Vice President Energy Services 2006-Present (except time at NJNG)
  - Oversee all natural gas scheduling functions.
  - Responsible for hiring, training and development of natural gas scheduling group, contract administration and IT programming group for gas trading systems.
  - Responsible for business development and strategy, expanding company portfolio and presence in new market areas, gas trading systems, scheduling and Federal regulatory strategy
  - Actively participate in corporate strategy team to assist in development of corporate strategy. Lead team to brainstorm on new areas of opportunity and growth for development of long term corporate strategy.
  - Actively participate in regulatory proceedings on all pipelines on which NJRES has contractual relationships as well as various FERC proceedings as applicable.
  - Ensure that data within the gas management system is accurate.
  - Manage development of new functionality of gas trading systems by writing requirement specifications, coordinating with programmers and offshore development team.
  - Expanded NJRES portfolio to new regions, Midwest, Texas, West Coast. Set up majority of the business relationships and contractual relationships required to transact. Set up data with the gas management system.
  - Negotiated and traded portfolio for new regions until established and then turned over to trade group.
- New Jersey Natural Gas Company, Vice President Gas Supply 2008-2010
  - Oversee all natural gas purchasing, hedging and scheduling functions for the gas supply group.
  - Responsible for hiring, training and development of natural gas scheduling and trading function.
  - Responsible for gas purchasing and hedging strategy and Federal regulatory strategy.
  - Actively participated in Federal regulatory proceedings on all pipelines on which NJNG had contractual relationships.
  - Developed new procedures and policies for the gas supply group.
  - Ensure that data within the gas management system is accurate.
  - Negotiated transportation, LNG, and storage contracts as well as optimized NJNG gas supply portfolio.
- NJR Energy Services Company, Director Asset Optimization 2003-2006

- Responsible for hiring, training and development of natural gas scheduling group.
- Responsible for business development and expansion to new pipelines and regions.
- Negotiated and traded portfolio for new regions.
- Ensure that transportation portfolio for NJRES was optimized.
- Set up policies and procedures for the department

**El Paso Corporation (bought Coastal Merchant Energy)**

**Feb 2001-March 2003**

■ El Paso Merchant Energy, Vice President Transportation

March 2002-March 2003

- Responsible for all natural gas transportation contract procurement and divestiture across the US. Managed a team of 6 transportation analysts.
- Ensure that all transportation contracts were optimized.
- Negotiated contracts and divestiture agreements for all pipelines on the East Coast.
- Made presentations to upper management of several long-term agreements.
- Actively participated in regulatory proceedings on all pipelines on which EPME had contractual relationships as well as various FERC proceedings as applicable.

■ El Paso Merchant Energy, VP Quantitative Analysis/Business Fundamentals

March 2001-March 2002

- Responsible for development of Under graduate and MBA recruitment and training program for all un-regulated corporate business functions. Managed a team of 40 analyst through the program, oversaw the training program and deployment to business groups.
- Ensured that all deals were analyzed according to company procedure.
- Managed a fundamental analysis team to track all pipeline projects, flow studies and provided trading group with fundamental data for trading, presentations and strategy development.

■ El Paso Merchant Energy, Vice President Mid Marketing

Feb 2001-March 2001

- Created and developed a team of 15 traders/marketers to expand business opportunities greater than daily but less than three years.
- Responsible for divesting various retail and small customer portfolio and long term sale agreements and exiting that business line that was a major part of the Coastal Merchant book of business.

**Coastal Merchant Energy (sold to El Paso Corp)**

**June 1993-February 2001**

■ Vice President Gas Services

June 1999- February 2001

- Responsible for all natural gas spot month trading and scheduling groups across the US. Managed a team of 35 traders and schedulers.
- Responsible for all monthly margin generation and budgeting.
- Worked on merger staffing and layoffs.
- Made presentations to upper management regarding budgets and performance.

Patrick J Migliaccio

**Profile**

An energy industry, finance professional with experience leading the finance and accounting functions that have supported a variety of business lines including commodity supply businesses and associated trading activity.

**Professional Experience**

New Jersey Resources  
Senior Vice President and CFO  
Vice President, Finance and Accounting  
Treasurer (2013)  
Corporate Controller (2011)  
Controller  
April 2009 – Present

- Lead all the finance and accounting functions for New Jersey Resources, a Fortune 1000 firm that has investments in a natural gas utility, renewable energy assets, natural gas storage and transportation, and a wholesale natural gas marketing entity. Functional areas of accountability include all accounting, tax, risk management, internal controls (SOX), treasury, investor relations, and financial planning.

PSEG, Accounting Services Department  
June 2007 – April 2009  
Director Power Accounting

- Manage a team responsible for capturing and recording the wholesale electric and gas margin related activities of PSEG ER&T, a subsidiary of PSEG Power, responsible for the commercial management of approximately 15,000 MW of generation and the gas supply needs of PSE&G. Functional areas of accountability include the areas of FAS 133 hedge accounting, monthly closing routine, and management and financial reporting.

Hess Corporation, Energy Marketing Division  
July 2006 – May 2007  
Manager, Wholesale Accounting

- Manage a team responsible for capturing and recording the wholesale electric and gas margin related activities of Hess Energy Marketing, a subsidiary of Hess Corporation, with a significant market presence on the East Coast. Functional areas of accountability include the areas of cash application, FAS 133 hedge accounting, settlements, monthly closing routine for the wholesale trading entity, and extensive management reporting.

Patrick J Migliaccio

- Led the implementation of OpenLink (Trading and Risk Capture system) for the accounting/back office department; including development of business requirements, design of production environment, and testing.

NRG Energy, Princeton NJ  
August 2004 – July 2006  
Director, Derivatives and Settlements

- Manage a team responsible for capturing and recording the margin related activities of NRG Power Marketing, a subsidiary of NRG Energy, responsible for commercial management of approximately 25,000 MW of generation across the United States. Functional areas of accountability include the areas of confirmations, cash application, FAS 133 hedge accounting, fuels accounting, and settlements.
- Led the implementation of an upgraded version of ZaiNet (Trading and Risk capture system) for the accounting department. The project was completed on time and with a minimum of business interruption.

NUI, Inc., Bedminster NJ  
November 2000 – August 2004  
Manager – General Accounting

- Create and manage processes and procedures to accurately capture, record, and report the margin-driven financial activity of NUI's regulated and non-regulated subsidiaries.

GPU, Inc., Morristown, NJ  
May 1997 – November 2000  
Senior Accountant

- Managed processes and procedures to accurately capture and record the nuclear decommissioning and electric sales activities of GPU, Inc., a multi-billion dollar utility company.

**Education**

Harvard Business School Advance Management Program  
Fairleigh Dickinson University, Madison, NJ  
MBA (2003) and BS in Finance; Cum Laude, (1997)

**Rhonda M. Figueroa**  
E-mail: rmfigueroa@njresources.com

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SECRETARY'S BUREAU

**PROFESSIONAL EXPERIENCE**

**Corporate Diversity Officer (1/16 – Present)**  
**New Jersey Resources Corporation, Wall NJ**

Instill and monitor company-wide initiatives and organizational structures that facilitate diversity and inclusion; Implement and coordinate the organization's diversity and inclusion council and integrated company-wide effort in enhancing diversity and inclusion.

Provide strategic direction in recruiting, attracting and retaining diverse employees; facilitate leadership in monitoring, rolling forward and managing the goals of the Diversity and Inclusion Strategic Plan, and work collaboratively with senior leadership to measure progress; assess all aspects of current diversity and inclusion initiatives in the organization; identify areas of opportunity, develop recommended courses of action, secure senior leadership approval, and drive implementation.

Collaborate with departments, programs, constituencies to achieve/sustain objectives; partner with the community organizations etc. to help with diversity and inclusion initiatives; serve as the face of diversity and inclusion matters to the external public; ensure delivery of appropriate diversity and inclusion education and training company-wide; develop and maintain external strategic diversity partnerships to advance community engagement; conduct on-going research on best practices and recommend strategies for continuous improvement.

**Corporate Secretary (11/05 to 1/16)**  
**New Jersey Resources Corporation, Wall NJ**

Served as Secretary and liaison to the boards of directors and internal committees. Assisted the CEO in the planning, coordination and conduct of the meetings of the Board of Directors of the parent company and its subsidiary companies. Filed appropriate documents with the Securities and Exchange Commission and the New York Stock Exchange relative to the Board of Directors and senior officers of the company. Created, maintained and retained the company's official records. Assisted in the preparation of the annual proxy statement.

**Manager – Business Transformation (6/02 – 11/05)**  
**NJR Service Corporation, Wall NJ**

Led and deployed the company's comprehensive strategic planning process. Facilitated the transformation of strategic goals to action plans and monitored the progress of the conversion of these plans to tactical implementation and reporting. Collected, analyzed and reported on intelligence data. Developed and implemented business performance management processes and systems. Conducted benchmark studies to evaluate and implement best practice initiatives in business performance management and customer satisfaction. Assessed and prepared key strategic quantitative analyses for managing the business.

**Manager - Marketing Services (11/99 – 6/02)**  
**NJR Home Services, Wall NJ**

Developed and implemented marketing and advertising campaigns for residential appliance service business with \$1.5 million in annual income. Managed the service technician lead

program and customer relationship training for all field personnel. Conducted market research to identify business growth opportunities for deployment of emerging distributive generation technologies (i.e., fuel cell and micro-turbine)

**Manager - Marketing Services (7/97 – 11/99)**

**NJR Natural Energy Company, Wall, NJ**

Developed and implemented marketing and advertising campaigns; Strategic planning for customer acquisition and retention. Supported field staff utilizing desktop marketing software. Managed the day-to-day activities of all sales support staff; conducted market research to evaluate and pursue business growth opportunities; managed customer relationship and support programs.

**Senior Energy Management Consultant (11/94 - 7/97)**

**New Jersey Natural Energy Company, Wall, NJ**

Business growth; Contract negotiations for natural gas commodity sales to businesses; provided energy and rate consultation to key decision-makers. Developed and executed territory business plan.

**Supervisor - Conservation Services (1/89 - 11/94)**

**New Jersey Natural Gas, Wall, NJ**

Administered the company's \$2.9 million Demand Side Management Plan. Supervised support and clerical staff and coordinated outside vendor/contractor activities. Conducted energy conservation seminars and workshops for low-income and elderly customers. Company representative for statewide task forces.

**Marketing Representative (6/82 - 1/89)**

**New Jersey Natural Gas Company, Wall, NJ**

New business growth. Initiated and coordinated new service order processing to ensure prompt installation of gas lines. Provided consistent follow up to increase customer satisfaction.

**EDUCATION**

Cornell University School of Industrial and Labor Relations  
Diversity and Inclusion Professionals Certificate – 2016

Monmouth University, West Long Branch, NJ  
MBA - 1988

Stockton State College, Pomona, NJ  
BS Business/Marketing – 1981

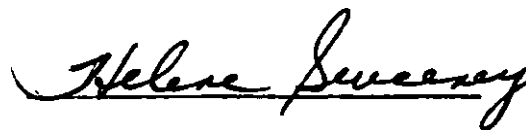
**Proof of Publication in The Philadelphia Daily News  
Under Act. No 587, Approved May 16, 1929**

**STATE OF PENNSYLVANIA  
COUNTY OF PHILADELPHIA**

Helene Sweeney 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:

April 2, 2018

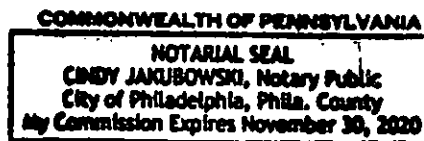
Affiant further deposes and says that she is an employee of the publisher of said newspaper and has been authorized to verify the foregoing statement and that she is not interested in the subject matter of the aforesaid notice of publication, and that all allegations in the foregoing statement as to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



Sworn to and subscribed before me this 2nd day of April, 2018.

  
Notary Public

My Commission Expires:



**Copy of Notice of Publication**

**NOTICE - PA PUBLIC UTILITY COMMISSION - Application of Phoenix Fuel Management Company for approval to offer, render, or furnish Natural Gas Services as a supplier engaged in the business of supplying Natural Gas Supply services, to the Public in the Commonwealth of Pennsylvania.** Phoenix Fuel Management Company will be filing for its license with the Pennsylvania Public Utility Commission (PUC) to provide natural gas supply services to all service territories in PA, under the provisions of the Natural Gas Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Phoenix Fuel Management Company may be filed within 15 days of the date of this notice with the Secy. of the PUC, 400 North St., Harrisburg, PA 17120. You should send copies of any protest to Phoenix Fuel Management Company's atty. at the address listed below. By & through Counsel: William Scharfenberg, Phoenix Fuel Management Company, 1415 Wyckoff Rd., P.O. Box 1464, Wall, NJ 07719, 732.938.1134, 732.919.8118 (f).

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SECRETARY'S BUREAU

PROOF OF PUBLICATION  
In  
THE ERIE TIMES-NEWS  
COMBINATION EDITION

WILLIAM MANSFIELD INC  
998 OLD EAGLE SCHOOL RD  
SUITE 1209  
WAYNE PA 19087-1805

REFERENCE: 140059 308733  
PUC Notice

STATE OF PENNSYLVANIA)  
COUNTY OF ERIE ) SS:

Jennifer L. Trott, being duly sworn, deposes and says that: (1) he/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: 03/29/18

AD SPACE: 0 Lines

FILED ON: 03/29/18

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

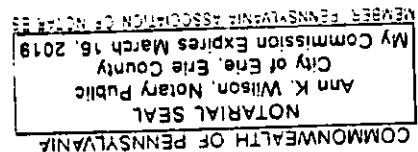
NOTICE - PA PUBLIC UTILITY COMMISSION - Application of Phoenix Fuel Management Company for approval to offer, render, or furnish Natural Gas Services as a supplier engaged in the business of supplying Natural Gas Supply services, to the Public in the Commonwealth of Pennsylvania. Phoenix Fuel Management Company will be filing for its license with the Pennsylvania Public Utility Commission ("PUC") to provide natural gas supply services to all service territories in PA, under the provisions of the Natural Gas Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Phoenix Fuel Management Company may be filed within 15 days of the date of this notice with the Secy. of the PUC, 400 North St., Harrisburg, PA 17120. You should send copies of any protest to Phoenix Fuel Management Company's atty. at the address listed below. By & through Counsel: William Scharfenberg, Phoenix Fuel Management Company, 1415 Wyckoff Rd., P.O. Box 1464, Wall, NJ 07719, 732.938.1134, 732.919.8118(f).

EP-308733

Sworn to and subscribed before me this 29 day of March 2018

Affiant: Jennifer L. Trott

NOTARY: Ann K. Wilson





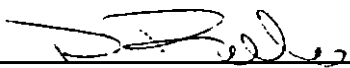
**Proof of Publication of Notice in Pittsburgh Post-Gazette**

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 D. Rullo, 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:

**29 of March, 2018**

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.



PG Publishing Company

Sworn to and subscribed before me this day of:  
March 30, 2018



Commonwealth of Pennsylvania - Notary Seal  
Elizabeth R. Chmura, Notary Public  
Allegheny County  
My commission expires February 8, 2022  
Commission number 1326781  
Member, Pennsylvania Association of Notaries

**STATEMENT OF ADVERTISING COSTS**

Wm. J. Mansfield, Inc.  
Mark Mansfield  
The Woods, Ste. 1209  
998 Old Eagle School Rd.  
Wayne, PA 19087

To PG Publishing Company

Total -----

**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  
2201 Sweeney Drive  
CLINTON, PA 15026  
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**

NOTICE - PA PUBLIC UTILITY COMMISSION - Application of Phoenix Fuel Management Company for approval to offer, render, or furnish Natural Gas Services as a supplier engaged in the business of supplying Natural Gas Supply services, to the Public in the Commonwealth of Pennsylvania. Phoenix Fuel Management Company will be filing for its license with the Pennsylvania Public Utility Commission ("PUC") to provide natural gas supply services to all service territories in PA, under the provisions of the Natural Gas Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Phoenix Fuel Management Company may be filed within 15 days of the date of this notice with the Secy of the PUC, 400 North St., Harrisburg, PA 17120. You should send copies of any protest to Phoenix Fuel Management Company's atty, at the address listed below. By & through Counsel: William Scharfentberg, Phoenix Fuel Management Company, 1415 Wyckoff Rd., P.O. Box 1464, Wall, NJ 07719, 732-935-1134, 732-919-2118.

**PHOENIX FUEL MANAGEMENT**

Ann Marie Fortese

Being duly sworn according to law deposes and says that (s)he 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:

03/29/2018

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 of publication are true Ann Marie Fortese

Sworn and subscribed to before me  
this 29th day of March A.D., 2018

Sharon Venturi  
(Notary Public)

Commonwealth of Pennsylvania - Notary Seal  
Sharon Venturi, Notary Public  
Lackawanna County  
My commission expires February 12, 2022  
Commission number 1254228  
Member, Pennsylvania Association of Notaries

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**LEGAL NOTICE**  
PA PUBLIC UTILITY COMMISSION -  
Application of Phoenix Fuel Management Company for approval to offer, render, or furnish Natural Gas Services as a supplier engaged in the business of supplying Natural Gas Supply services, to the Public in the Commonwealth of Pennsylvania. Phoenix Fuel Management Company will be filing for its license with the Pennsylvania Public Utility Commission (PUC) to provide natural gas supply services to all service territories in PA, under the provisions of the Natural Gas Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Phoenix Fuel Management Company may be filed within 15 days of the date of this notice with the Secy. of the PUC, 400 North St., Harrisburg, PA 17120. You should send copies of any protest to Phoenix Fuel Management Company's atty. at the address listed below. By & through Counsel: William Scharfenberg, Phoenix Fuel Management Company, 1415 Wyckoff Rd., P.O. Box 1464, Wall, NJ 07719, 732.938.1134, 732.919.8118(fax).

PROOF OF PUBLICATON OF NOTICE IN THE WILLIAMSPORT  
SUN-GAZETTE UNDER ACT NO. 587, APPROVED MAY 16, 1929

STATE OF PENNSYLVANIA

COUNTY OF LYCOMING

SS:

Bernard A. Oravec, Publisher of the Sun-Gazette LLC publishers 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:

March 30, 2018

Affiant further deposes that he is an officer daily authorized by the Sun-Gazette LLC, publisher of the Williamsport Sun-Gazette, to verify the foregoing statement under oath and declare 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.

NOTICE - PA PUBLIC UTILITY COMMISSION - Application of Phoenix Fuel Management Company for approval to offer, render, or furnish Natural Gas Services as a supplier engaged in the business of supplying Natural Gas Supply services to the Public in the Commonwealth of Pennsylvania. Phoenix Fuel Management Company will be filing for its license with the Pennsylvania Public Utility Commission (PUC) to provide natural gas supply services to all service territories in PA, under the provisions of the Natural Gas Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Phoenix Fuel Management Company may be filed with the

PUC, 400 North St. Harrisburg, PA 17120. You should send copies of any protest to Phoenix Fuel Management Company's atty. at the address listed below. By & through Counsel: William Scharfenberg, Phoenix Fuel Management Company, 1415 Wyckoff Rd., P.O. Box 1464, Wall, NJ 07719, 732.938.1134, 732.919.8118(f).

*Bernard A. Oravec*

SUN-GAZETTE LLC

Sworn to and subscribed before me

The 16<sup>th</sup> day of April 2018

*Beth A Miller*

COMMONWEALTH OF PENNSYLVANIA

Notary Public

NOTARIAL SEAL  
BETH A MILLER  
Notary Public  
CITY OF WILLIAMSPORT, LYCOMING COUNTY  
My Commission Expires Apr 16, 2020

STATEMENT OF ADVERTISING COSTS

To the Sun-Gazette LLC, Dr.:

By: *Bernard A. Oravec*

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MAY -1 2018  
PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

COMMONWEALTH OF PENNSYLVANIA }  
County of Cambria } SS

**NOTICE - PA PUBLIC UTILITY COMMISSION -**  
Application of Phoenix Fuel Management Company for approval to offer, render, or furnish Natural Gas Services as a supplier engaged in the business of supplying Natural Gas Supply services, to the Public in the Commonwealth of Pennsylvania. Phoenix Fuel Management Company will be filing for its license with the Pennsylvania Public Utility Commission ("PUC") to provide natural gas supply services to all service territories in PA, under the provisions of the Natural Gas Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Phoenix Fuel Management Company may be filed within 15 days of the date of this notice with the Secy. of the PUC, 400 North St., Harrisburg, PA 17120.  
You should send copies of any protest to Phoenix Fuel Management Company's atty. at the address listed below. By & through Counsel:  
William Scharfenberg,  
Phoenix Fuel Management Company,  
1415 Wyckoff Rd., P.O. Box 1464,  
Wall, NJ 07719,  
732.938.1134, 732.919.8118(f).

On this 2<sup>nd</sup> day day of April A.D. 2018, before me, the subscriber, a Notary Public in and for said County and State, personally appeared Mary Anne Rizzo, who being duly sworn according to law, deposes and says as Advertising Director 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.

published continuously at Johnstown Pa. in the County of Cambria, and Commonwealth of Pennsylvania and that the annexed is a true copy of a notice in the above matter published in said publication in the regular issue The Johnstown Tribune-Democrat, Johnstown, PA, on March 29, 2018; that the Affiant is not interested in the subject matter of said notice or advertising and that all of the allegations as to time, place and character of said publication are true.

*Mary Anne Rizzo*

**STATEMENT OF ADVERTISING COSTS**

Signed and sworn to before me on  
2<sup>nd</sup> day of April, 2018.  
by Mary Anne Rizzo making the statement

5 inches 0.00

*Vivian Ohs*  
(Notary Public)

Commonwealth of Pennsylvania - Notary Seal  
Vivian Ohs, Notary Public  
Cambria County  
My commission expires December 6, 2020  
Commission number 1123017  
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 \_\_\_\_\_



Commonwealth of Pennsylvania,) ss  
County of Cumberland)

Victoria Soto being duly sworn, deposes that he/she is principal clerk of PA Media Group; that The Patriot News is a public newspaper published in the city of Mechanicsburg, with general circulation in Cumberland and Dauphin and surrounding counties, and this notice is an accurate and true copy of this notice as printed in said newspaper, was printed and published in the regular edition and issue of said newspaper on the following date(s):

The Patriot News 03/29/2018

Victoria Soto  
Principal Clerk of the Publisher

Sworn to and subscribed before me this 2nd day of April 2018

Donna M. Maldonado  
Notary Public

Commonwealth of Pennsylvania - Notary Seal  
Donna M. Maldonado, Notary Public  
Dauphin County  
My commission expires November 5, 2021  
Commission number 1252842  
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

**NOTICE - PA PUBLIC UTILITY COMMISSION - Application of Phoenix Fuel Management Company for approval to offer, render, or furnish Natural Gas Services as a supplier engaged in the business of supplying Natural Gas Supply services, to the Public in the Commonwealth of Pennsylvania. Phoenix Fuel Management Company will be filing for its license with the Pennsylvania Public Utility Commission ("PUC") to provide natural gas supply services to all service territories in PA, under the provisions of the Natural Gas Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Phoenix Fuel Management Company may be filed within 15 days of the date of this notice with the Secy. of the PUC, 400 North St., Harrisburg, PA 17120. You should send copies of any protest to Phoenix Fuel Management Company's atty. at the address listed below. By & through Counsel: William Scharfenberg, Phoenix Fuel Management Company, 1415 Wyckoff Rd., P.O. Box 1464, Wall, NJ 07719, 732.938.1134, 732.919.8118(f).**

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SECRETARY'S BUREAU

**Appendix C**

*Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.*

**CERTIFICATE OF SERVICE**

On this the 30<sup>th</sup> day of April 2018, I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as a Natural Gas Supplier and all **NON-CONFIDENTIAL** attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following:

<p><b>Office of Consumer Advocate</b> 5th Floor, Forum Place 555 Walnut Street Harrisburg, PA 17120</p>	<p><b>Office of the Attorney General</b> Bureau of Consumer Protection Strawberry Square, 14th Floor Harrisburg, PA 17120</p>
<p><b>Office of the Small Business Advocate</b> Commerce Building, Suite 202 300 North Second Street Harrisburg, PA 17101</p>	<p><b>Commonwealth of Pennsylvania</b> Department of Revenue Bureau of Compliance Harrisburg, PA 17128-0946</p>
<p><b>Columbia Gas of PA, Inc.</b> Michele Caddell 290 W. Nationwide Blvd. Columbus, OH 43215 PH: 614.460.6841 FAX: 614.460.8447 e-mail: <a href="mailto:mcaddell@nisource.com">mcaddell@nisource.com</a></p>	<p><b>Bureau of Investigation &amp; Enforcement</b> Pennsylvania Public Utility Commission Commonwealth Keystone Building 400 North Street, 2 West Harrisburg, PA 17120</p>
<p><b>Peoples Natural Gas – Equitable Division</b> Lynda Petrichevich 225 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: <a href="mailto:Lynda.w.petrichevich@peoples-gas.com">Lynda.w.petrichevich@peoples-gas.com</a></p>	<p><b>National Fuel Gas Distribution Corp.</b> David D. Wolford 6363 Main Street Williamsville, NY 14221 PH: 716.857.7483 FAX: 716.857.7479 e-mail: <a href="mailto:wolfordd@natfuel.com">wolfordd@natfuel.com</a></p>
<p><b>The Peoples Natural Gas Company</b> Lynda Petrichevich 225 North Shore Drive Pittsburgh, PA 15212 PH: 12.208.6528 FAX: 12.208.6577 e-mail: <a href="mailto:Lynda.w.petrichevich@peoples-gas.com">Lynda.w.petrichevich@peoples-gas.com</a></p>	<p><b>PECO</b> Carlos Thillet, Manager, Gas Supply and Transportation 2301 Market Street, S9-2 Philadelphia, PA 19103 PH: 215.841.6452 Email: <a href="mailto:carlos.thillet@exeloncorp.com">carlos.thillet@exeloncorp.com</a></p>

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

MAY - 1 2018

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<p><b>Peoples TWP LLC (Formerly T. W. Phillips)</b>  Lynda Petrichevich  225 North Shore Drive  Pittsburgh, PA 15212  PH:  412.208.6528  FAX:  412.208.6577  e-mail: <a href="mailto:Lynda.w.petrichevich@peoples-gas.com">Lynda.w.petrichevich@peoples-gas.com</a></p>	<p><b>Philadelphia Gas Works</b>  Nicholas LaPergola  800 West Montgomery Avenue  Philadelphia, PA 19122  PH: 215.684.6278  email: <a href="mailto:nicholas.lapergola@pgworks.com">nicholas.lapergola@pgworks.com</a></p>
<p><b>UGI Central Penn</b>  David Lahoff  2525 N. 12<sup>th</sup> Street, Suite 360  Reading, PA 19612-2677  PH: 610.796.3520                      Email:  <a href="mailto:dlahoff@ugi.com">dlahoff@ugi.com</a></p>	<p><b>UGI</b>  David Lahoff  2525 N. 12<sup>th</sup> Street, Suite 360  Reading, PA 19612-2677  PH: 610.796.3520                      Email:  <a href="mailto:dlahoff@ugi.com">dlahoff@ugi.com</a></p>
<p><b>Valley Energy Inc.</b>  Robert Crocker  523 South Keystone Avenue  Sayre, PA 18840-0340  PH: 570.888-9664                      FAX:  570.888.6199                          email:  <a href="mailto:bobc@ctenterprises.org">bobc@ctenterprises.org</a></p>	<p><b>UGI Penn Natural</b>  David Lahoff  2525 N. 12<sup>th</sup> Street, Suite 360  Reading, PA 19612-2677  PH: 610.796.3520                      Email:  <a href="mailto:dlahoff@ugi.com">dlahoff@ugi.com</a></p>



Ginger P. Richman

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

ORIGIN ID: MAXA (732) 938-1282  
ALEXANDER GONZALEZ  
NEW JERSEY RESOURCES  
1415 WYCKOFF ROAD

SHIP DATE: 01MAY18  
ACTWTG: 0.50 LB  
CAD: 7724912/MNET3980

WALL, NJ 07719  
UNITED STATES US

BILL SENDER

TO ATTN: SECRETARY

PENNSYLVANIA PUBLIC UTILITY COMM.

KEYSTONE BUILDING

400 NORTH STREET

HARRISBURG PA 17120

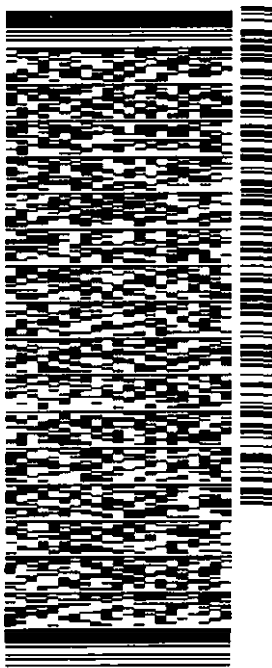
(717) 783-5242

REF: 200.47240.03000

PO

DEPT LEGAL DEPT

552J2/782B/0CA5



118118012001100

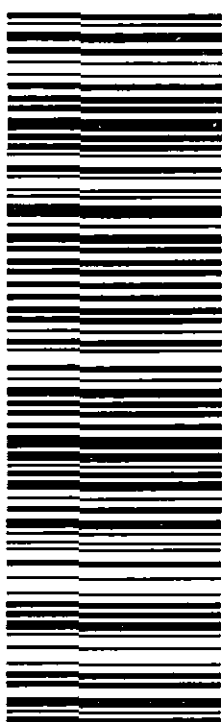
TRK#  
0201

7721 2233 6851

WED - 02 MAY 3:00P  
STANDARD OVERNIGHT

EN MDTA

PA-US MDT  
17120



**After printing this label:**

1. Use the 'Print' button on this page to print your label to your laser or inkjet printer.
2. Fold the printed page along the horizontal line.
3. Place label in shipping pouch and affix it to your shipment so that the barcode portion of the label can be read and scanned.

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