

Your Energy & Telecom Experts

May 10, 2018

Pennsylvania Public Utility Commission Secretary 400 North Street, Keystone Building Harrisburg, PA 17120

Re: EGS License Application

\_\_\_\_.

RECEIVED

MAY 1 0 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Dear Sir/Madam:

Pursuant to Commission rules and regulations, Cost Control Associates, Inc. (CCA), is providing an application for certification as a broker for the sale of electricity.

A certified check is enclosed for the filing fee of \$350. Also enclosed is the <u>original</u> of the required \$10,000 bond.

If you have any questions, please contact me directly at 518-824-0311 or via email at <a href="mailto:Dave.Sadlocha@CostControlAssociates.com">Dave.Sadlocha@CostControlAssociates.com</a>.

Sincerely,

Dave Sadlocha

Senior Vice-President

**Attachments** 

## BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Cost Control Associates, Inc., for approval to offer, render, furnish, or supply electricity or electric generation services as a broker to the public in the Commonwealth of Pennsylvania (Pennsylvania).

## 1. IDENTIFICATION AND CONTACT INFORMATION

## a. IDENTITY OF THE APPLICANT:

Cost Control Associates, Inc. 310 Bay Road Queensbury, NY 12804 www.CostControlAssociates.com 518-798-4437

## RECEIVED

MAY 1 0 2018

## b. PENNSYLVANIA ADDRESS / REGISTERED AGENT:

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

InCorp Services, Inc. 7208 Red Top Road Hummelstown, PA 17036

## c. REGULATORY CONTACT:

Dave Sadlocha, Vice President 310 Bay Road, Queensbury, NY 12804 Tel: 518-824-0311 Fax: 518-798-1735

Email: Dave.Sadlocha@CostControlAssociates.com

## d. ATTORNEY:

Cost Control Associates is not using an attorney relative to this application.

## e. CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS:

Khalil Choukeir
Energy Procurement Analyst
310 Bay Road, Queensbury, NY 12804
Tel: 518-798-4437 Fax: 518-798-1735
Email: Khalil.Choukeir@CostControlAssociates.com

Sharon Laake
Office Manager
310 Bay Road, Queensbury, NY 12804
Tel: 518-798-4437 Fax: 518-798-1735
Sharon Laake@CostControlAssociates.com

## 2. BUSINESS ENTITY FILINGS AND REGISTRATION

## a. FICTITIOUS NAME

Cost Control Associates will not be using a fictitious name.

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

Cost Control Associates is a foreign corporation (15 Pa. C.S. §4124). Attached as "Exhibit 1" is a copy of our Foreign Registration Statement. Cost Control Associates, Inc. is incorporated in the State of NY. Attached as "Exhibit 2" is a copy of our charter documentation. Officers are:

Keith Laake, President and Treasurer, 310 Bay Road, Queensbury, NY 12804, 518-798-4437

Dave Sadiocha, VP and Secretary, 310 Bay Road, Queensbury, NY 12804, 518-798-4437

## 3. AFFILIATES AND PREDECESSORS

#### a. AFFILIATES:

Cost Control Associates does not have any affiliates doing business or currently applying to do business in Pennsylvania.

#### b. PREDECESSORS:

Cost Control Associates does not have any predecessors that have done business in the past 5 years in Pennsylvania.

## 4. OPERATIONS

## a. APPLICANT'S PRESENT OPERATIONS:

Cost Control Associates is presently doing business in Pennsylvania as an energy services consultant.

## b. APPLICANT'S PROPOSED OPERATIONS:

Cost Control Associates intends to operate as a Broker/Marketer engaged in the business of assisting customers in the purchase of electricity and other energy related services from licensed/certified suppliers in Pennsylvania. Our organization will not take title to any commodity nor will we make payments for or on behalf of a customer.

#### c. PROPOSED SERVICES:

Cost Control Associates will perform as a broker bringing customers and suppliers together for the purpose of purchasing electricity.

	d.	the Applicant proposes to pro	Electric Distribution Company for which
00000		Citizens' Electric Duquesne Light Met-Ed PECO Penelec Penn Power	Pike PPL UGI Utilities Wellsboro West Penn Entire Commonwealth of PA

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

Residential Customers

Small Commercial Customers - (25 kW and Under)

Residential and Small Commercial as Mixed Meter ONLY (CANNOT BE TAKEN WITH

RESIDENTIAL AND/OR SMALL COMMERCIAL ABOVE)

Large Commercial Customers - (Over 25 kW)

Industrial Customer

**Governmental Customers** 

All of above (Except Mixed Meter)

## f. START DATE:

Anticipated start date is 06/01/2018.

## 5. COMPLIANCE

#### a. CRIMINAL/CIVIL PROCEEDINGS:

Cost Control Associates, an affiliate, a predecessor of either, or a person identified in this Application, has not been or is currently the defendant of a criminal or civil proceeding within the last five (5) years.

#### b. SUMMARY:

Not applicable.

#### c. CUSTOMER/REGULATORY/PROSECUTORY ACTIONS:

Cost Control Associates has no formal or escalated actions or complaints, in the Commonwealth of Pennsylvania or any state, filed with or by a customer, regulatory agency, or prosecutory agency against Cost Control Associates, 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. Applicant has not had a Pennsylvania PUC. EGS, or NGS license previously cancelled by the Commission.

#### d. SUMMARY:

Not applicable.

## 6. PROOF OF SERVICE

A copy of this application has been provided to Agencies and EDC's per Commission regulations. See Appendix C.

## 7. FINANCIAL FITNESS

#### a. BONDING:

In accordance with 66 Pa. C.S. Section 2809(c)(1)(i), Cost Control Associates is filing for a modification to the \$250,000 requirement and furnishing the ORIGINAL of an initial bond to the Commission in the amount of \$10,000. The required bond is enclosed with this application. Cost Control Associates will not take title to electricity and will not pay electricity bills on behalf of its customers.

## b. FINANCIAL RECORDS, STATEMENTS, AND RATINGS:

See Exhibit 3 accounting statements, including balance sheet and income statements for the past two years and Exhibit 4 a copy of current Dun and Bradstreet Credit Report.

## c. SUPPLIER FUNDING METHOD:

As Cost Control Associates will be operating as a Broker, funding detail is not required.

#### d. BROKER PAYMENT STRUCTURE:

Cost Control Associates will receive a commission directly from the energy supplier based on a fixed fee percentage. Fee will be disclosed to the customer and be included on supplier invoice to the customer.

## e. ACCOUNTING RECORDS CUSTODIAN:

Allison Levin, Vice President 310 Bay Road, Queensbury, NY 12804

Tel: 518-798-4437 Fax: 518-798/1735

Email: Allison.Levin@CostControlAssociates.com

#### f. TAXATION:

TAX CERTIFICATION STATEMENT attached as Appendix D to this application.

## 8. TECHNICAL FITNESS:

## a. EXPERIENCE, PLAN, STRUCTURE

- Since 1991 Cost Control Associates has helped clients across all industry segments reduce and manage energy, waste removal, telecom and cellular costs through a variety of innovative programs. Our services include rate and tariff analysis, energy procurement, invoice processing and payment, data analysis, budgeting and forecasting and other consulting services.
- Cost Control Associates is currently certified to perform broker services in 4 states RI (Docket D-19-6(C9)), OH (Docket 18-1306E(1)), NH (Docket DM18-071), and ME (Docket 2018-00103).
- Cost Control Associates has provided its consulting services to hundreds of clients across the U.S. and certain provinces of Canada. Our clients include more than 500 local governments and school districts, as well as Fortune 100 and Fortune 500 entities.
- Cost Control Associates currently has a staff of 13 employees. Employees are entitled to and
  encouraged to take courses to enhance their knowledge at company expense. Employees also
  attend seminars and training sessions (online and remote) which are specific to their
  responsibilities.
- Cost Control Associates intends to offer brokering services to our current client base and to new clients with operations in the Commonwealth.

#### b. PROPOSED MARKETING METHOD

Cost Control Associates does not intend to market broker only services at this juncture. We will offer these services directly to current clients as well as new clients via our in-house current marketing strategy. We generally do not conduct mass marketing strategies such as mailings preferring referrals, trade shows, and other industry related activities.

#### c. DOOR TO DOOR SALES

Cost Control Associates will not be implementing door to door sales activities.

#### d. OVERSIGHT OF MARKETING

All marketing activity that is generated is done so in-house by Cost Control Associates staff. Marketing materials are compiled by our Marketing & Communications Manager who reports directly to the

President. All marketing activities are monitored by and approved by the President who ensures that they are true, accurate, and specific to the services being offered.

#### e. OFFICERS

Chief officers are:

Keith Laake, President/Treasurer Dave Sadlocha, Vice President/Secretary Allison Levin, Vice President

Attached as Exhibits 12, 13, and 14 are the occupational resumes of these individuals.

## f. FERC FILING

Not applicable.

## 9. DISCLOSURE STATEMENTS:

Cost Control Associates will be operating as a broker and entering into broker agreements only with PUC licensed EGS's. As such this section is not applicable

## 10. VERIFICATIONS. ACKNOWLEDGEMENTS. AND AGREEMENTS

. PJM LOAD	SERVING ENTITY REQUIREMENT:
	AGREED - Applicant has included compliance with this requirement in the instant application, labeled in correspondence with this section (10).
	AGREED - Applicant will provide compliance with this requirement within 120 days of receiving its license
<b>13</b>	ACKNOWLEDGED - Applicant is not proposing to provide retail electric supply service at this time, and therefore is not presently obligated to provide such information

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



- c. REPORTING REQUIREMENTS: Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:
  - Retail Electricity Choice Activity Reports: The regulations at 52 Pa. Code §§ 54.201—54.204 require that all active EGSs report sales activity information. An EGS will file an annual report reporting for customer groups defined by annual usage. Reports must be filed using the appropriate report form that may be obtained from the PUC's Secretary's Bureau or the forms officer, or may be down-loaded from the PUC's internet web site.
  - Reports of Gross Receipts: Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on a quarterly and year to date basis no later than 30 days following the end of the quarter.

- The Treasurer or other appropriate officer of Applicant shall transmit to the Department of Revenue by March 15, an annual report, and under oath or affirmation, of the amount of gross receipts received by Applicant during the prior calendar year.
- Net Metering Reports: Applicant shall be responsible to report any Net Metering per the Standards on <a href="http://www.puc.pa.gov/consumer\_info/electricity/alternative\_energy.aspx">http://www.puc.pa.gov/consumer\_info/electricity/alternative\_energy.aspx</a>.
   Scroll down to the Net Metering Standards Section.
- Applicant shall report to the Commission the percentages of total electricity supplied by each fuel source on an annual basis per 52 Pa. Code § 54.39(d).
- Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 28 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive electric market.

**☑** AGREED

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

☑ AGREED

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

ACKNOWLEDGED

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

☑ AGREED

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

☐ AGREED

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

AGREED

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

AGREED

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

AGREED

k. 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.

PAYMENT ENCLOSED

## 11. AFFIDAVITS

- a. APPLICATION AFFIDAVIT: See Appendix A.
- b. OPERATIONS AFFIDAVIT: See Appendix B.

## 12. NEWSPAPER PUBLICATIONS

Notarized Proofs of Publication from the 7 required newspapers are attached. Refer to Exhibits 5-11.

## 13. SIGNATURE

Applicant Cost Control Associates Inc.

By: V ( | V )

Dave \$adlocha

Title: Vice President

## 13. SIGNATURE

Applicant: Cost Control Associates, Inc.

By: Dayle Sadlocha

Title: Vice President

## Cost Control Associates, Inc. Appendix A

## APPLICATION AFFIDAVIT

State of New York:

:ss.

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MAY 1 0 2018

County of Warren:

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Dave Sadlocha, Affiant, being duly sworn according to law, deposes and says that:

He is the Vice President of Cost Control Associates, Inc., Applicant;

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

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

That the Applicant herein, Cost Control Associates, Inc. has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein, Cost Control Associates, Inc. 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, Cost Control Associates, Inc. acknowledges that it is under a duty to supplement information provided in answer to questions on this application and contained in supporting documents as requested by the Commission.

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

Signature of Affiant

Sworn and subscribed before me this  $16^{4h}$  day of 4a, 20, 20

'administering oath

My commission expires:

JANIS L PORTER

NOTARY PUBLIC-STATE OF NEW YORK

No. 01PO6217113

Qualified in Warren County

My Commission Expires February 08, 2022

## Cost Control Associates, Inc. Appendix B

## **OPERATIONS AFFIDAVIT**

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MAY 1 0 2018

State of New York:

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

County of Warren:

Dave Sadlocha, Affiant, being duly sworn according to law, deposes and says that:

He is the Vice President of Cost Control Associates, Inc.:

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

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

That Cost Control Associates, Inc., 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 28 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of Chapter 28, shall be cause for the Commission to revoke the license of the Applicant. The Applicant acknowledges that it shall report to the Commission its jurisdictional Gross Receipts and power sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to 66 Pa. C.S. §506 (relating to the inspection of facilities and records).

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

## **Appendix B (Continued)**

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

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

That the facts above set forth are true and correct/true and correct to the best of his knowledge, information, and belief.
diffull
Signature of Affiant
Sworn and subscribed before me this 10 h day of May 2019

Signature of official administering oath

My commission expires:

JANIS L PORTER

NOTARY PUBLIC-STATE OF NEW YORK

No. 01PO6217113

Qualified in Warren County

My Commission Expires February 08, 2022

Cost Control Associates, Inc. Exhibit 1

Entity# : 6697828 Date Filed : 04/06/2018 Pennsylvania Department of State

## PENNSYLVANIA DEPARTMENT OF STATE BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS

Return document by mail to: Sharon Laake			Foreign Registration Statement DSCB:15-412 (rev. 2/2017)			
Name						
310 Bay Road Address	<del></del>		( <b>Alfinda</b> ( 1814 1814 1814 1814 1814 1814 1814 18	TH (TIM) NEW 1200 (200 (TIM) (TIM) (TIM) (TIM) (TIM) (TIM)		
Queensbury, NY 12804	Sanda	Zin Code	TML	180412DB1144		
City  Return document by email to:	State sharon.laake@o	Zip Code ostcontrolasso				
Read all instructions prior	to completing.	This form may	be submitted offine at <u>news.</u>	ii www.corporanora.pasgo		
Fee: \$250	☐ I qualify for	a veteran/reserv	ist-owned small business fee	e exemption (see instructions)		
In compliance with the registration statement), the unc			le provisions of 15 Pa.C.S. § ereby states that:	§ 412 (relating to foreign		
1. The type of association is (c	heck only one)	:				
<ul><li>☑ Business Corporation</li><li>☑ Nonprofit Corporation</li><li>☑ Limited Liability Com</li></ul>	ı 🗀 1		ship y (General) Partnership y Limited Partnership	☐ Business Trust ☐ Professional Association		
2. The full and proper name of Cost Control Associates, Inc.	the foreign ass	sociation as regi	stered in its jurisdiction of fo	ormation is:		
2A. If the name in 2 does not a Commonwealth, the alternate i						
3. The jurisdiction of formation	on is: NY					
4. The street and mailing addre	ess of the assoc	iation's principa	al office.			
310 Bay Road, Queensbury, NY	12804					
Number and street		City	State	Zip		
<b>4A.</b> The street and mailing add jurisdiction of formation in the		ice, if any, requi	red to be maintained by the	law of the association's		
Number and street		City	State	Zip		

PA DEPT. OF STATE

APR 0 6 2018

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MAY 1 0 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

omplete part (a) <b>OR</b> (b) –	not both:					
Number and street		City		<u> </u>	77.	
Number and street		City <b>OR</b>		State	Zip	County
) c/o: InCorp Services, Inc.					Dauphin	County
	egistered Office Provider					County
Check one of the followi	ng:					
☑ The association may a	not have series.					
☐ The association may i	have one or more ser	ies.				
. Effective date of registra	ation of foreign assoc	iation (check, and	l if appropriate co	mplete, one	of the follow	ving):
The Foreign Registra	tion Statement shall l	e effective upon	filing in the Depa	rtment of Sta	ıte.	
☐ The Foreign Registra	tion Statement shall I	oe effective on: _			at	
			Date (MM/DD/YY	YY)	Hou	r (if any)
service(s).  The association is a r following professional s						
ChiropracticOptometryPsychology	Dentistry Osteopathic medic Veterinary medic		Law Podiatric m	edicine _	Medicine Public acc	and surger
N TESTIMONY WHERE duly authorized represent	OF, the undersigned ative thereof this	association has c	nused this Foreign	Registration April	Statement, 2	to be signe 20 <u>18</u>
			Cost	Control Assoc	ciates, Inc.	
			The	Name of Associ	ation	·-
				Signature		
				0.8		

Title

# State of New York Department of State } ss:

I hereby certify, that the Certificate of Incorporation of COST CONTROL ASSOCIATES, INC. was filed on 12/06/2000, with perpetual duration, and that a diligent examination has been made of the Corporate index for documents filed with this Department for a certificate, order, or record of a dissolution, and upon such examination, no such certificate, order or record has been found, and that so far as indicated by the records of this Department, such corporation is an existing corporation.



MAY 1 0 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU



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WITNESS my hand and the official seal of the Department of State at the City of Albany, this 20th day of April two thousand and eighteen.

Brendan W. Fitzgerald Executive Deputy Secretary of State

## STATE OF NEW YORK

## **DEPARTMENT OF STATE**

I hereby certify that the annexed copy has been compared with the original document in the custody of the Secretary of State and that the same is a true copy of said original.



WITNESS my hand and official seal of the Department of State, at the City of Albany, on March 13, 2018.

Brendan Fitzgerald

Executive Deputy Secretary of State

# CERTIFICATE OF INCORPORATION OF 0012060055

## COST CONTROL ASSOCIATES, INC.

Under §402 of the Business Corporation Law

## Section 1. NAME

The name of the corporation is COST CONTROL ASSOCIATES, INC.

## Section 2. PURPOSES

The purpose for which it is formed is to effage in any lawful act or activity for which corporations may be organized under the New York Business Corporation Law, but not to engage in any act or activity requiring the consent or approval of any state official, department, board, agency or other body without such consent or approval first being obtained.

## Section 3. OFFICE

The office of the corporation is located in the County of Warren, State of New York.

## Section 4. AUTHORIZED SHARES

The aggregate number of shares which the corporation shall have the authority to issue is 200 shares, which shares are to be without pas value.

## Section 5. AGENT FOR PROCESS

The Secretary of State of the State of New York is designated as the agent of the corporation upon whom process against it may be served, and the post office address to which the Secretary of State shall mail a copy of such process served upon him/her is 28 Bonner Drive, Queensbury, New York 12804,

## Section (of a living ve (or ko) a d) thresh (o) to have the living to

A director of the corporation shall not be held personally liable to the corporation to us shareholders for damages for any preach of day as a director. The personal liability of a director shall not be eliminated if a judgment or other final admidissions adverse to the director establishes that () his acts or omissions were in bad faith or involved intentional inisconduct or a knowing violation of law, or (ii) he personally games in lattafinancial profit or other advantage to which he was not legally entitled, or (iii) his acts violated §719 of the New York Business Corporation Law.

## Section 7. INCORPORATOR

The subscriber is over the age of eighteen years,

Dated: December 4, 2000

Keith Laake, Incorporator

28 Bonner Drive

Queensbury, New York 12804

001206000537

## CERTIFICATE OF INCORPORATION

OF

## COST CONTROL ASSOCIATES, INC.

EOD DO

#### RITED BY

THE LAW OFFICE OF

## BRUCE G. CARR

A Professional Corporation 470 Glen Street P.O. Box 2599 Glens Palls, NY 12801

STATE OF MEN TORK DEPARTMENT OF STATE

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# Cost Control Associates, Inc. Exhibit 3 "Financial Statements"

## **Balance Sheet--Tax (Cash) Basis**

SETS Trent Assets	<u>12/31/2017</u>	<u>12/31/2016</u>
rent Assets		
ecking/Savings		
ecking - NBT Bank	(4,274)	24,974
rings - NBT Bank	62,919	10,985
al Checking/Savings $RECEIVED^-$	58,645	35,959
er Current Assets		
es Receivable-Keith L MAY 1 0 2018		68,180
ty Cash Fund PA PUBLIC UTILITY COMMISSION	45	45
al Other Current Assets SECRETARY'S BUREAU	45	68,225
al Current Assets	58,690	104,184
ed Assets		
nputers	63,499	60,233
niture and Equipment	69,729	69,729
d Improvements	29,200	29,200
sehold Improvements	16,078	12,128
tware	163,238	162,695
cumulated Depreciation	(325,171)	(314,485)
al Fixed Assets	16,573	19,499
er Assets		•
posits	32	32
al Other Assets	32	32
TAL ASSETS	75.295	123.716
BILITIES & EQUITY		
bilities		
rent Liabilities		
dit Cards	4 672	
al Credit Cards	1,673	1,141
	1,673	1,141
er Current Liabilities  brued Retirement Plan Contrib	22.000	
	22,000	***
e of Credit-NBT Bank	4.075	20,000
ant Security Deposit	1,375	1,375
al Other Current Liabilities	23,375	21,375
al Current Liabilities	25,048	22,516
al Liabilities	25,048	22,516
uity		
oital Stock	500	500
oital Stock Add'l Paid In	26,270	26,270
ained Earnings	141,493	134,429

Shareholder Distributions

Total Equity

TOTAL LIABILITIES & EQUITY

 75,295	123,716
50,247	101,199
 (118,016)	(60,000)

# Cost Control Associates, Inc. Exhibit 3 "Financial Statements"

## Income Statement--Tax (Cash) Basis

	12/31/2017	12/31/2016
INCOME		
Fee Income	2,246,089	1,883,807
Fees Received from Others	55,573	54,543
Pmts for Bill Processing/Other	(984,493)	(963,771)
Total Net Fee Revenue	1,317,169	974,579
Rental Income	19,320	18,750
Total Income	1,336,489	993,329
EXPENSE		
Human Resources	959,085	665,572
Marketing	47,733	58,965
Occupancy	56,819	58,428
Office Expense	46,445	26,326
Other Operating	76,390	71,601
Travel	68,079	55,421
Total Expense	1,254,551	936,313
Net Ordinary Income	81,938	57,016
Other Income	369	655
Other Expense	15,244	12,184
Net Other Income	(14,875)	(11,529)
Net Income	67,064	45,487

## Cost Control Associates, Inc. DUNS: 79-332-2470

**Quick View Report** 

## Company Information

310 Bay Rd

Queensbury, NY 12804

This is a single location location.

Website

www.costcontrolassociates.com

Telephone

(518) 798-4437

**Chief Executive:** 

DIRECTOR(S): THE OFFICER(S)

Stock Symbol:

NA

**Year Started** 

1991

**Employees** 

12

**Financial Statement** 

Date:

12/31/2015

Sales

\$1,525,469

**Net Worth** 

\$638,503.00

History:

NA

Financial Condition: profitable

Financing:

Line of Business:

SECURED

SIC:

8742

Management consulting services

## Corporate Family:

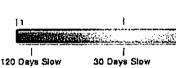
This business is a single location of the corporate family.

## **Scores**

## PAYDEX ®

80





Based on up to 24 months of trade. D&B PAYDEX® Key



High risk of late payment (average 30 to 120 days beyond terms)

Medium risk of late payment (average 30 days or less beyond terms)

274

Low risk of late payment (average prompt to 30+ days sooner)

## Credit Limit Recommendation

Risk Category Low Conservative Credit Limit \$15k Aggressive Credit Limit

Aggressive Credit Llm \$30k



## D&B Rating ®

Rating 1R2

Number of employees: 1R indicates 10 or more employees Composite Credit Appraisal: 2 is good

The credit rating was assigned based on D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 07/24/2004

D&B Rating	Date Applied
1R2	2017-10-16
1A2	2016-08-04
2A1	2015-07-17
1A1	2014-12-23
1A2	2014-12-05
1R3	2014-08-27
1R2	2008-01-18
1R3	2007-12-04
3A1	2006-05-02
1R2	2004-07-24

The Summary Analysis section reflects information in D&B's file as of March 8, 2018

# D&B Viability Rating Viability Score Viability Score High Risk Low Risk

Compared to ALL US Businesses within the D&B Database:

- · Level of Risk: Low Risk
- Businesses ranked 2 have a probability of becoming no longer viable: 2%
- Percentage of businesses ranked 2: 4%
- Across all US businesses, the average probability of becoming no longer viable: 14%



## Portfolio Comparison



## Compared to ALL US Businesses within the D&B Database:

- Model Segment: Established Trade Payments
- · Level of Risk: Low Risk
- Businesses ranked 1 within this model segment have a probability of becoming no longer viable: 2%
- · Percentage of businesses ranked1 within this model segment: 11%
- Within this model segment, the average probability of becoming no longer viable: 5%



Data Depth Indicator



## **Data Depth Indicator:**

Rich Firmographics
Extensive Commercial Trading Activity
Basic Financial Attributes



Company Profile

Not Available	Available (3+Trade)	Large	Established
Financial	. Trade	Company	Years in
Data	Payments	Size	Business

## Compared to ALL US Businesses within the D&B Database:

- · Financial Data: Not Available
- Trade Payments: Available: 3+Trade
- Company Size: Large: Employees:50+ or Sales: \$500K+
- Years in Business: Established: 5+

## **History & Operations**

#### History

The following information was reported: 10/25/2016

Officer(s):

KEITH LAAKE, PRES

DAVE SADLOCHA, V PRES-SEC

DIRECTOR(S):

THE OFFICER(S)

The New York Secretary of State's business registrations file showed that Cost Control Associates, Inc. was registered as a Corporation on December 06, 2000.

Business started 1991 by Keith Laake. 100% of capital stock is owned by officers.

KEITH LAAKE born 1956, 1991-present active here. Prior to Cost Control Associates, Inc. Keith was CFO for Economy Dry Goods and he was Senior Manager in Ernst & Young. He earned his B.B.A from Wisconsin University.

DAVE SADLOCHA born 1947. 1995-present active here. 1990-1995 employed by Brooks Fashions, New York, NY. Dave earned his B.S in Accounting Accounting from the State University of New York at Binghamton.

#### Operations

10/25/2016

Description:

Provides management consulting services, specializing in public utilities (100%).

ADDITIONAL TELEPHONE NUMBER(S): Facsimile (Fax) 518 798-1735. Toll-Free 800 836-3787.

Has 100 account(s). Terms are Net 10 days. Sells to manufacturers, wholesale, non profit organizations, retail, commercial concerns and government. Territory: USCAN.

Nonseasonal.

Employees: 12 which includes officer(s) and 1 part-time.

Facilities: Owns 6,000 sq. ft. in a multi story frame building.

Location: Central business section on well traveled street.

## SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations that if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

8742 0405 Public utilities consultant

NAICS:

541611 Administrative Management and General Management Consulting Services

## **Payments**

## PAYDEX®®

The D&B PAYDEX® is a unique, dollar weighted indicator of payment performance based on up to 8 payment experiences as reported to D&B by trade references.

3 Month PAYDEX®

80



When weighted by dollar amount, payments to suppliers average ON TERMS terms.

Based on payments collected over the last 3 months

24 Month PAYDEX®

80



When weighted by dollar amount, payments to suppliers average ON TERMS terms.

Based on payments collected over the last 24 months

When dollar amounts are not considered, then approximately 100 of the company's payments are within terms.

High risk of late payment (average 30 to 120 days beyond terms)

Medium risk of late payment (average 30 days or less beyond terms)

Low risk of late payment (average prompt to 30+ days sooner)

## Payments Summary

Total (Last 24 Months): 8

	Received	Amount :	Largest High Credit Payment summary	Terms	31	30-80	81-90	90
Top Industries		Ţ <del></del> -			·	·	<del></del>	<b></b> -
Electric services	2	\$750.00	\$500.00	100%	0	0	0	0
Misc business credit	2	\$750.00	\$250.00	100%	0	0	0	0
Telephone communictns	1	\$0.00	\$0.00	0%	0	0	0	0
Other Categories								
Cash experiences	3	\$150	\$50		-	-	_	-
Unknown	0	\$0	\$0		¦ –		-	-
Unfavorable comments	0	\$0	\$0		-	_	_	-
Placed for collections with D&B:	0	\$0	\$0	-				-
Other	0	N/A	\$0	_	-	_		
Total in D&B's file	8	\$1,650	\$500	-			_	_

The highest Now Owes on file is \$500

The highest Past Due on file is \$0

There are 8 payment experience(s) in D&Bs file for the most recent 24 months, with 3 experience(s) reported during the last three month period.

## Payments Details

Total (Last 24 Months): 8

Date	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last sale w/f (Mo. )
02/2018	(001)	\$50	\$0	\$0	Cash account	1 mo
01/2018	Ppt	-	\$500	\$0	-	1 mo
01/2018	Ppt	\$250	\$0	\$0	_	1 mo
10/2017	(004)	\$50		<b>-</b>	Cash account	1 mo
04/2017	(005)	\$50	· •••	-	Cash account	4-5 mos
03/2017	Ppt	\$500	\$500	\$0		1 mo
03/2017	Ppt	\$250	\$100	\$0	-	1 mo
01/2017	Ppt		\$0	\$0		6-12 mos

Payments Detail Key: 30 or more days beyond terms

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

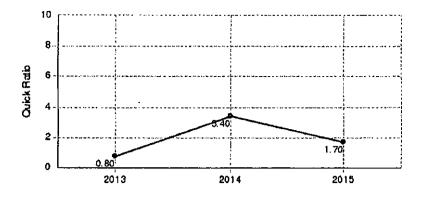
Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

## Banking and Finance

## Statement Update

Key Business Ratios from D&B



## • This Company

Key Financial C	Comparisons
-----------------	-------------

Key Financial Compansons			•
	2013(\$)	2014(\$)	2015(\$)
This Company's Operating Results Year Over Year	<del></del>		***
NETSALES	1,059,045.00	1,171,348.00	1,525,469.00
GROSSPROFIT	1,059,045.00	1,171,348.00	898,862.00
NETPROFITAFTERTAX .	13,844.00	198,423.00	898,862.00
DIVIDENDS/WITHDRAWALS	NA NA	NA	NA
WORKINGCAPITAL	562,615.00	684,111.00	540,925.00
This Company's Assets Year Over Year			
CASH	167,705.00	71,945.00	1,349.00
ACCOUNTSRECEIVABLE	NA NA	901,047.00	928,558.00
NOTESRECEIVABLE ·	NA NA	NA	NA
INVENTORY	NA	NA	NA
OTHERCURRENTASSETS	600,635.00	NA	143,500.00
TOTALCURRENTASSETS	768,340.00	972,992.00	1,073,407.00
FIXEDASSETS	NA	121,550.00	97,578.00
OTHERNON-CURRENTASSETS	205,725.00	139,968.00	NA
TOTALASSETS	974,065.00	1,234,510.00	1,170,985.00
This Company's Liabilities Year Over Year		······································	
ACCOUNTSPAYABLE	NA	53,234.00	84,277.00
BANKLOAN	NA	NA	NA
NOTESPAYABLE	NA	NA	NA
OTHERCURRENTLIABILITIES	205,725.00	235,647.00	448,205.00
TOTALCURRENTLIABILITIES	205,725.00	288,881.00	532,482.00
OTHERLONGTERMLIABILITIES	24,565.00	53,431.00	NA
DEFERREDCREDIT	NA	NA	NA
NETWORTH	743,775.00	892,198.00	638,503.00
TOTALOFLIABILITIESANDNETWORTH	974,065.00	1,234,510.00	1,170,985.00

Assets(S)		Liabjirties(\$)	
Cash	1349	Accts Pay	84277
Accts Rec	928558	Bank Loan	20296
Other Curr Assets	143500	Accruals	426147
		Other Curr Liabs	1762
		Current Llabs	532,482.00
Current Assets	1,073,407.00	CAPITAL STOCK	500
Fixt & Equip	97578	ADDIT. PDIN CAP	512722
		RETAINED EARNINGS	125281
		Total Liabilities	1,170,985.00
Total Assets	1,170,985.00		

From JAN 01 2015 to DEC 31 2015 annual sales \$1,525,469; cost of goods sold \$626,607. Gross profit \$898,862. Operating Income \$898,862. Net income \$898,862.

Prepared from books without audit.

**Explanations** 

Key Business Ratios FISCAL 2015-12-31

(Industry Median is based on this number of firms: 17)

	This Company	Industry Median	Industry Quartile
Solvency			
Quick Ratio	1.7	1.6	2
Current Ratio	2.0	2.2	3
Current Liabilities to Net Worth	83.4	47.1	1
Current Liabilities to Inventory	NA NA	999.9	NA
Total Current	83.4	51.1	1
Fixed Assets to Net Worth	15.3	4.5	1
Efficiency			
Collection Period	222.2	53.1	1
Inventory Turn Over	NA NA	999.9	NA
Sales to NWC	2.8	10.6	4
Acct Pay to Sales	5.5	4.2	1
Profitability			
Return on Sales	. 58.9	2.0	1
Return on Assets	76.8	7.2	1
Return on NetWorth	140.8	16.8	1

## **Public Filings**

## Summary

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

Record Type	# of Records	Most Recent Filing Date	
Bankruptcy Proceedings	0	-	
Judgments	o	-	:
: Liens	0	-	
Suits	0	-	
UCCs	6	01/11/17	

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

## Judgments

We currently don't have enough data to display this section

## Liens

We currently don't have enough data to display this section

We currently don't have enough data to display this section

## **UCC** Filings

Date Filed:

Debtor:

Collateral: All Assets and proceeds - All Account(s) and proceeds - All General

The state of the s

intangibles(s) and proceeds

Type:

Sec.Party: NBT BANK, NATIONAL ASSOCIATION, NORWICH, NY

COST CONTROL ASSOCIATES, INC. Debtor:

04/04/12

Filing No.: 1204045386799

Filed With: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Latest Info Received: 04/12/12

Type: Continuation

Sec.Party: NBT BANK, NATIONAL ASSOCIATION, NORWICH, NY

Debtor: COST CONTROL ASSOCIATES, INC.

Filing No.: 1701115042853

Filed With: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date Filed: 01/11/17 Latest Info Received: 02/10/17

Original Filing No.: 1204045386799

Original UCC Flied Date: 04/04/12

Туре: Continuation

GLENS FALL'S NATIONAL BANK AND TRUST COMPANY, GLENS Sec.Party:

FALLS, NY

LAAKE, KEITH D. Filing No.: 0812036292127

Filed With: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date Filed: 12/03/08 Latest info Received: 12/15/08 Original Filing No.: 99095967
Original UCC Filed Date: 05/13/99

Type:

Continuation

Sec.Party:

GLENS FALLS NATIONAL BANK AND TRUST COMPANY, GLENS

FALLS, NY

Debtor:

COST CONTROL ASSOCIATES, INC.

Filing No.:

0703235314341

Filed With:

SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date Filed:

03/23/07

Latest info Received:

04/09/07

Original Filing No.:

02213476

Original UCC Filed Date:

09/18/02

Type:

Continuation

Sec.Party:

GLENS FALLS NATIONAL BANK AND TRUST COMPANY, GLENS

FALLS, NY

Debtor:

COST CONTROL ASSOCIATES, INC.

Filing No.:

0605155469216

Filed With:

SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date Filed: Latest Info Received: 05/15/06

Original Filing No.:

06/01/06 01211282

Original UCC Filed Date:

10/31/01

Type:

Original

Sec.Party:

GLENS FALLS NATIONAL BANK AND TRUST COMPANY, GLENS

FALLS, NY

Debtor:

COST CONTROL ASSOCIATES, INC.

Filing No.:

0602215169849

Filed With:

SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date Filed:

02/21/06

Latest Info Received:

03/21/06

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

## Government Activity

## Summary

Borrower (Dir/Guar):

NO

Administrative Debt:

NO

Contractor:

NO

Grantee:

NO

Party excluded

from federal program(s):

NO

Possible Candidate:

Labor Surplus Area:

N/A

Small Business:

YES (2018)

8(A) Firm:

N/A

The public record Items contained herein may have been paid, terminated, vacated, or released prior to today's date

The public record items contained herein may have been paid, terminated, vacated or released prior to		
today's date.		i
		ï
		, i

## Special Events

## 10/16/2017

A Rating change has occurred on this company.

arent			

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## PROOF OF PUBLICATION THE ERIE TIMES-NEWS

## COMBINATION EDITION

Cost Control Associates Inc. 310 Bay Road Queensbury NY 12804

REFERENCE:

95793 312397

**PUC Notice** 

STATE OF PENNSYLVANIA) COUNTY OF ERIE ) SS:

Tom Mezler, 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: 04/26/18

TOTAL COST: \$543.00

AD SPACE: 0 Lines

FILED ON: 04/26/18

## RECEIVED

MAY 1 0 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

Applications of Cost Control Associates, Inc. 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.

Cost Control Associates, Inc. will be filling 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. Cost Control Associates, inc. 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. Cost Control Associates, Inc. proposes to sell electricity and/or natural gas, and related services in Citizens' Electric, Duquesne, Med Ed, PECO, Penelec, Penn Power, Pike, PPL, UGI, Wellsboro, and West Penn service territories under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

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

Cost Control Associates, Inc. 310 Bay Road, Queensbury, NY 12804 FAX 518-798-1735

Sworn to and subscribed before me this 20th day of 1)

Affiant:

NOTARY:

2018

COMMONWEALTH OF PENNSYLVANIA NOTARIAL SEAL Berbara J. Moore, Notary Public City of Erie, Erie County

My Commission Expires March 23, 2020 MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

## COMMONWEALTH OF PENNSYLVANIA County of Cambria

Pennsylv,				
	NOT			

Applications of Cost Control Associates, Inc. For Approval To Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketen 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.

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The PUC may consider this application without a hearing.

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in the sub The PUC may consider this application without a hearing.
Protests directed to the technical or financial fitness of of said pu Cost Control Associates, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Cost Control Associates, Inc. at the address listed below.

Cost Control Associates, Inc. 310 Bay Road, Queensbury, NY 12804 FAX 518-798-1735

Signed an

26th day of April, 2018,

wian

by Christine Marhefka making the statement.

On this 26th day of April A.D. 2018, before me, the subscriber, a Notary Public in and for said County and State, personally appeared Christine Marhefka, who being duly sworn according to law, deposes and says as Sales Manager / Major Accounts 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,

y of Cambria, and Commonwealth of Pennsylvania and matter published in said publication in the regular issues on April 24, 2018; and that the Affiant is not interested that all of the allegations as to time, place and character

STATEMENT OF ADVERTISING COSTS

0.00 Lines @ \$2.50 per line 0.007.5 Inches @ \$25.00 per inch 187.50 Notary Fee 5.00 Clerical Fee 2.50 Total Cost 195.00

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 publishe	er of
a newspaper of general circulation, hereby and publication costs and certifies th	
_	(Name of Newspaper)
Ву	

## 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 26, 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 26th day of April 2018.

Notary Public

Helene Sev

My Commission Expires:

ionwealth of Pennsylvania NOTARIAL SEAL CIMOY JAKUBOWSKI, Notary Public

City of Philadelphia, Phila, County Commission Expires Novemb

## Copy of Notice of Publication

PENNSYLVANIA PUBLIC UTILITY COMMISSION
NOTICE
Applications of Coat Control Associates, Inc.
For Approval To Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/
Broker Engaged in The Bushness Of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public in The Commonwealth Of Pennsylvania.
Cost Control Associates, no. will be filling an application with the Pennsylvania Public Utility.
Commission ("PUC") for a license to provide natural gas and (2) a broker/marketer engaged in the business of providing natural gas services. Cost Control Associates, Inc. will also be filling an application with the PUC for a license to supply services at (1) a generator and supplier of electric power. (2) a broker/marketer engaged in the business of supplying electricity or electric generation services, at (1) a generation and (3) an appropriate or supplying electricity. Cost. Control Associates, inc. proposes to sell electricity and/or natural gas, and related services in Cilizons' Electric, Duquesne, Med Ed. PECO, Pensec, Penn Power, Pike, PPL, UGI, Wellsboro, and West Penn service tarritories under the provisions of the new Natural Gas Choles and Competition Act and the Competition Act.

The PUC may consider this application without

Exhibit 8	No	Term,
Proof of Publ	ication of Notice in Pittsburgh F	Post-Gazette
	16, 1929, PL 1784, as last amended by Ac	
Commonwealth of Pennsylvania, County of Pittsburgh Post-Gazette, a newspaper of general established in 1993 by the merging of the Pitt	Allegheny, ss <u>K. Flaherty</u> , being all circulation published in the City of Pittsburgh sburgh Post-Gazette and Sun-Telegraph and Ti	ng duly sworn, deposes and says that the n, County and Commonwealth aforesaid, was the Pittsburgh Press and the Pittsburgh Post-
Gazette and Sun-Telegraph was established in Pittsburgh Gazette established in 1786 and the been regularly issued in said County and that	n 1960 and the Pittsburgh Post-Gazette was Pittsburgh Post, established in 1842, since whi a copy of said printed notice or publication	established in 1927 by the merging of the ich date the said Pittsburgh Post-Gazette has is attached hereto exactly as the same was
printed and published in the newspaper of general circulation on the following		sues of the said Pittsburgh Post-Gazette a
30 of April, 2018 Affiant further deposes that he/she is an agent that, as such agent, affiant is duly authorized to of the afore said notice or publication, and that true.	verify the foregoing statement under oath, that	affiant is not interested in the subject matter
		COPY OF NOTICE
$\sim$	0.1	OR PUBLICATION
	dalecty	PENNSYLVANIA PUBLIC UTILITY COMMISSION
PG (	Publishing Company (ibed before me this day of:	NOTICE Applications of Cost Control Associates, Inc.
April 30, 2018	bed before the diff day of.	For Approval To Offer, Render, or Furnish Servic-
$\sim$ $\sim$ $\sim$ $\sim$ $\sim$	. 0.0	es as a Supplier, Aggrega- tor, and Marketer/Broker Engaged in The Business
$\sim 1.1  \text{CM}$	20 M /2 222 11 4 2	Engaged in The Business Of Supplying Natural Gas
Superi	1 COVWWa	Of Supplying Natural Gas Supply Services and Elec- tricity Supply or Electric
		Generation Services, To The Public in The Com-
:		monwealth Of Pennsylva- nia
Commonwealth of	Pennsylvania - Notary Sept	Cost Control Associates, Inc, will be filing an appli- cation with the Pennsylva-
	hmura, Notery Public ineny County	nia Public Utility Commis- sion ("PUC") for a license
My commission e	actires February 3, 2022	l to provide natural gas sup-
موجه د سه و بدر بدر سند و و برد	en autober 1326781 enta Ausociation of Notaries	ply services as (1) a suppli- er of natural gas, and (2) a broker/marketer engaged
Kienosi, reinisym	STREAMS SOCIETION OF MATERIAS	in the husiness of provid- ing natural gas services. Cost Control Associates,
	•	inc. Will also be filing an
STATEMENT OF	ADVERTISING COSTS	application with the PUC for a license to supply electricity or electric gen-
Cost Control A	Associates, Inc.	eration services as (1) a generator and supplier of
310 BAY RD	·	electric power, (2) a bro- ker/marketer engaged in the business of supplying
Attn: Sharon I		the business of supplying electricity, and (3) an ag-
Queensbury N	JY 12804-1400	electricity, and (3) an ag- gregator engaged in the business of supplying elec- tricity. Cost Control Asso-
		( Ciates, arc. proposes to seri
To PG Pu	iblishing Company	electricity and/or natural gas, and related services in
		Citizens' Electric, Du- quesne, Med Ed, PECO, Penelec, Penn Power, Pike.
Total	<b>\$589.00</b>	PPL, UGI, Wellsboro, and West Penn service territo-
	•	ries under the provisions of the new Natural Gas
		Choice and Competition Act and the Electricity
	pt for Advertising Costs	Generation Customer Choice and Competition
PG PUBLISHING COMPANY, publis		
	edges receipt of the aforsaid advertising	and this application without a hearing. Protests directed to the technical or finan-
publication costs and certifies that the	same have been fully paid.	I cial fitness of Cost Control I
	ishing Company, a Corporation, Publisher of	Associates, arc. may be filed within 15 days of the date of this notice with the
	gh Post-Gazette, a Newspaper of General Circula	ILION I Secretary of the PUC. 400 I
CLINTON, PA 15026 Phone 412-263-1338 By	Cartiel Santiel J. Arbotha	North Street, Harrisburg, PA 17120, You should send copies of any protest to Cost Control Associates,
· ·		Inc. at the address listed
I hereby certify that the foregoing is the original I	Proof of Publication and receipt for the Advertisin	g costs in the below.

No.

Term,

Cost Control Associates, Inc., 310 Bay Road, Queensbury, NY 12804 FAX 518-798-1735

Cost Control Associates, Inc.

subject matter of said notice.

Attorney For

I hereby certify that the foregoing is the original Proof of Publication and receipt for the Advertising costs in the

## The Scranton Times (Under act P.L. 877 No 160. July 9,1976)

Commonwealth of Pennsylvania, County of Lackawanna

COST CONTROL ASSOCIATES INC SHARON LAAKE 310 BAY ROAD QUEENSBURY NY 12804

Account # 628695 Order # 82202677 Ad Price: 292.10

## LEGAL NOTICE PENNSYLVANIA

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:

04/24/2018

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 or publication are true

Sworn and subscribed to before me this 24th day of April A.D., 2018

(Notary Public)

Commonwealth of Pennsylvania - Notary Seal Sharen Venturi, Notary Public Lackawanna County

My commission expires February 12, 2022 Commission number 1254228

Member, Pennsylvania Association of Notaries

LEGAL NOTICE
PENNSYLVANIA PUBLIC
UTILITY COMMISSION NOTICE
Applications of Cost Control Associates, Inc. For Approval To Offer, Render, or Furnish Services as a Supplier Aggregator, and Marketer Broker Engaged In The Business OI Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public In The Commonwealth OI Pennsylvania.

Cost Control Associates, inc. 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. Cost Control Associates, inc. 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. Cost Control Associates, Inc. proposes to sell electricity and/or natural gas, and related services in Citizens Electric, Duquesne, Med Ed, PECO, Penelec, Penn Power, Pike, PPL, UGI, Wellsboro, and West Penn service territories under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

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

Cost Control Associates, Inc. 310 Bay Road, Queensbury, NY 12804 FAX 518-798-1735

aggregator engaged in the business of supplying

# PROOF OF PUBLICATION 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:

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. PENNSYLVANIA PUBLIC UTILITY COMMISSION electricity. Cost Control electricity. Cost Control Associates, Inc. proposes to sell electricity and/or natural gas, and related sevices in Citizens' Electric. Duquesne, Med Ed. PECO, Penelec, Penn Power, Pike, PPL, UGI, Wellsboro, and West Penn sevice territorice. NOTICE Applications of Cost Con-trol Associates, Inc. For Approval To Offer, Render, or Furnish Ser-SUN-GAZETTE LLC Render, or Furnish Services as a Supplier, Aggregate 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. Wellsboro, and West Penn service territories under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act. Sworn to and subscribed before me OMMONWEALTH OF PENNSYLVANIA The PUC may consider this application without a NOTARIAL SEAL Notary Public **BETH A MILLER** hearing. Protests directed to the technical or financial fitness of Cost Control As-Cost Control Associates **Notary Public** Inc. will be filling an appli-cation with the Pennsylva-nia Public Utility Commis-CITY OF WILLIAMSPORT, LYCOMING COUNTY imness of Cost Control Associates, Inc. may be filled within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Cost Control Associates, Inc. at the address listed below. My Commission Expires Apr 18, 2020 sion (PUC) for a ficense to provide natural gas supplier of natural gas; and (2) a broker/marketer en-STATEMENT OF ADVERTISING COSTS To the Sun-Gazette LLC, Dr.: (2) a proxer/manketer engaged in the business of providing natural gas services. Cost Control Associates, Inc. will also be filling an application with the PUC for a license to supplie electricity or electric For publishing the notice attached Cost Control Associates Hereto on the above state dates... inc. 310 Bay Road, keensbury, NY 12804 FAX 518-798-1735 ply electricity or electric generation services as (1) a generator, and supplier Probated same.....\$ of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an Total.....

PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

THE SUN-GAZETTE LLC hereby acknowledges receipt of the aforesaid advertising and publication costs and certifies that the same have been fully paid

**SUN-GAZETTE LLC** 

BY Bernard A. Oravec



## The Patriot News **LEGAL AFFIDAVIT**

AD#: 0008610545

Commonwealth of Pennsylvania,) ss

County of Cumberland)

Donna Maldonado being duly swom, 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 04/26/2018

Pancipal Clerk of the Publisher

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

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dens

Notary Public

PENNSYLVANIA PUBLIC UTILITY
COMMISSION
NOTICE
Applications of Cost Control

Associates, Inc. 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.
Cost Control Associales, Inc. will be tiling an application with the 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 praviding natural gas services. Cost Control Associates, Inc. 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 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. Cost Control Associates, Inc. proposes to sell Control Associates, Inc. proposes to se electricity and/or natural gas, and related services in Citizens' Electric, Duquesne, Med Ed, PECO, Penelec, Penn Power, Pike, PPL, UGI, Wellsboro, and West Penn service territories under the provisions of the new Natural Gos Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial directed to the technical or financial litness of Cost Control Associates, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Cost Control Associates, Inc. at the address listed below.

Cost Control Associates, Inc. 310 Bay Road, Queensbury, NY 12804 FAX 518-798-1735

COMMONWEALTH OF PENNSYLVANIA

**NOTARIAL SEAL** Crystal B. Rosensteel, Notary Public Susquehanna Twp., Dauphin County My Commission Expires June 27, 2020

MENBER, FEHRISYLVARIA ASSOCIATION OF NOTAPIES

## COST CONTROL ASSOCIATES, INC. EXHIBIT 12

## **KEITH LAAKE**

Keith Laake is President and founder of Cost Control Associates, Inc., an independent consulting firm that assists clients in reducing and controlling energy and telecommunication costs. He has developed highly systematic and successful programs to help clients reduce costs. Through the use of these programs, Cost Control Associates has saved its clients in excess of \$10 million.

Mr. Laake currently has responsibility for strategic planning, marketing and sales, and overall management of the Firm. He has also played a significant role in the development of Cost Control Associates' energy procurement consulting practice including development of their client programs. Mr. Laake and his staff have been involved in buying energy for more than five years and have been helping clients reduce energy costs for over ten years. His articles describing strategies for reducing energy and telecom costs have appeared in a number of regional and national publications.

Keith Laake received his B.B.A. from the University of Wisconsin and is a Certified Public Accountant. Prior to founding Cost Control Associates, he was Chief Financial Officer for a retail company and prior to that, was a Senior Manager with Ernst & Young. Mr. Laake currently serves on the Board of Directors for Wesley Health Care Systems and the Adirondack Regional Chambers of Commerce and is active in a number of volunteer organizations.

Industry Certification(s) & Educational Background: B.B.A. from the University of Wisconsin and Certified Public Accountant

## Work History:

1991 - Curent
 1987 - 1991
 1979 - 1987
 President, Cost Control Associates
 Chief Financial Officer, Economy Dry Goods
 Senior Manager, Ernst & Young

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## COST CONTROL ASSOCIATES, INC. EXHIBIT 13

## **DAVE SADLOCHA**

Dave Sadlocha is Senior Vice President – Energy Services for Cost Control Associates, Inc. Shortly after joining the Firm in 1996, Mr. Sadlocha took over management of all energy services staff and activities. He continues to have direct responsibility for energy production activities and also has responsibility for information systems. In 2000, Mr. Sadlocha was appointed Secretary of the Corporation and named to the Board of Directors.

Under the care and direction of Mr. Sadlocha, the Firms energy consulting practice has grown at a brisk pace. He has developed an outstanding reputation in the industry and has authored articles for national publication on leading topics including energy deregulation and procurement practices. Mr. Sadlocha participates in national conferences including those sponsored by the IMRA and other trade organizations.

Prior to joining Cost Control Associates, Dave Sadlocha held management positions in finance and accounting for several national retailers including as Assistant Controller for a New York City based national retail chain. He has a B.S. in Accounting from the State University of New York at Binghamton. He is a frequent motivational speaker at a local organization that specializes in programs to assist displaced workers.

Industry Certification(s) & Educational Background: B.S. in Accounting from the State University of New York at Binghamton

## Work History:

1978 - 1990	Management positions in finance and accounting for several national
	retailers.
1990 - 1996	Assistant Controller, Brooks Fashion Stores
1996 - 2001	Energy Services Manager, Cost Control Associates
2001 - 2006	Vice President, Cost Control Associates
2006 - 2018	Senior Vice President, Cost Control Associates

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## COST CONTROL ASSOCIATES, INC. EXHIBIT 14

## **ALLISON LEVIN**

Allison Levin is Vice President for Cost Control Associates, Inc. Allison joined Cost Control Associates in 1998 as an energy analyst specializing in electricity, natural gas, propane and other fuel oils, and water/sewer. She has analyzed and consulted on electricity needs and usage for clients across the U.S., in all 50 states. She works directly with certified and licensed electricity suppliers and serves as liaison between suppliers and clients. Ms. Levin negotiates pricing as well as contract terms and obligations with suppliers. She works with public service commissions and is familiar with tariffs and electricity industry developments.

Ms. Levin has managed the company's utility analysis team since 2013. She delivers presentations on electricity pricing and usage at industry conferences and prepares detailed responses to Requests for Proposals for electricity consulting projects. Prior to joining Cost Control Associates, she worked at Citizens Energy in Boston where she provided clients with energy efficiency services.

Industry Certification(s) & Educational Background: MST from the State University of New York at Plattsburgh and her BA in mathematics from Boston University. In 2015 she achieved industry certification as a Carbon Reduction Manager, a designation granted by the Association of Energy Engineers.

## Work History:

1994 – 1998	Intern, Citizens Energy
1998 - 2006	Senior Analyst, Cost Control Associates
2006 - 2008	Substitute Teacher, Glens Falls, NY
2008 - 2015	Energy Services Manager, Cost Control Associates
2015 - 2018	Analysis Team Director, Cost Control Associates
2018	Named Vice President, Cost Control Associates

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## 14. CHECKLIST

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

## Applicant: Cost Control Associates, Inc.

	Signature	
<b>√</b>	Filing Fee (CERTIFIED CHECK OR MONEY ORDER ONLY)	
1	Application Affidavit	
✓	Operations Affidavit	
<b>√</b>	Proof of Publication	_
<b>√</b>	Bond, Letter of Credit, or Parental/Affiliate Guarantee	
√	Tax Certification Statement	-
<b>✓</b>	Commonwealth Department of State Verification	
1	Certificate of Service	



MAY 1 0 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## RECEIVED

MAY 1 0 2018

## **CERTIFICATE OF SERVICE**

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

On this the 8th day of May 2018, I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as an Electric Generation 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:

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

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

Small Business Advocate Commerce Building, Suite 202 300 North Second Street Harrisburg, PA 17101

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

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

Legal Department First Energy 2800 Pottsville Pike Reading PA, 19612

Citizens' Electric Company Attn: EGS Coordination 1775 Industrial Boulevard Lewisburg, PA 17837 Office of the Attorney General Bureau of Consumer Protection Strawberry Square, 14th Floor Harrisburg, PA 17120

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

Vice President – Energy Supply Corning Natural Gas Holding Corporation 330 West William Street Corning, NY 14830

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

Office of General Counsel Attn: Kimberly A. Klock PPL Two North Ninth Street (GENTW3) Allentown, PA 18101-1179

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

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

Dave Sadlocha, VP, Cost Control Associates, Inc.

FedEx Service:

Affix Express Manifest Barcode Label

**帰る[記文.** 1825 8117 4404 1615 MON - 14 MAY AA \*\* 2DAY \*\*

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**00035** Package US Airbill 00100 EN. 0215 Express Package Service To most location Packages up to 150 lbs. 1 From 18201 For packages over 150 lbs., use the FedEx Express Freints US Airbill. Sender's "∵າກav A.M. B. Wite Phone 与も見 ラウビーシスニス Company COST CONTROL ASSOCIATES fedex.com 1,800,GoFedEx 1,800,463,3339 5/14/2018 9:31:17 AM Address PLU ESY FU PUC SECRETARY BUREAU City AUFEMBEURY Other 2 Your Internal Billing Reference 3 To 1.800.GoFedEx ee the FedEx Service Guide Recipient's Name act Signature wis evaluate at recovers 1.800.463.3339 Hold Weekd Hold Satur Fedex location r Fedex Pricery f Fedex 20 on to Address
Use this has for the HOLD ocation address or for commutation of your shipping address. go Aircraft Only External Carrier, Obtain recip. \_\_\_\_ State 7 4 ö Cash/Check Floor 4110 06553037 いたコンゴ <sup>†</sup>Our fizibility is limited to US\$100 unless you decome.... Rev Data \$/15 • Part #183134 • @1994-2016 FedEx • PRINTED IN U.S.A. SRM

or