



April 8, 2015

Lake Winola Cottagers association members,

Thank you for choosing Paraco Gas as your propane supplier for the association pavilion, a great asset to our community. By providing propane to the pavilion, Paraco Gas can now offer a discounted price to all members paying dues to the association. Paraco Gas is a family owned business for over 45 years offering our customers 7/day, 24/hour, emergency service for their peace of mind.

We base our price off an average cost basis, which is our Paraco Posted price, this price is an average of the Selkirk Ny pipeline distribution point, rail gas, and stored propane. Lake Winola cottagers association members would be put on a Paraco Posted plus adder pricing program. Although the posted price fluctuates bi-weekly, Lake Winola Cottagers Association will have a fixed adder over the Paraco posted price. For example, this week's posted price is \$.70/gl and with the information provided below, the adder price for the association would be .50/gl over pipeline, making your price today \$1.20/gl. The posted price during the last 12 months ranged from \$2.05/gl in February 2014 to its current low of .70/gl May 1st 2015.

A great benefit to both existing and new members that does not cost the organization anything. I provide the marketing information and will be responsible for setting up the accounts with correct tank size, placement, and the correct pricing. If a new customer to Paraco Gas, there will be no installation or pressure test charge and you pay only for gas. Members can determine their price per gallon based on their usage and the adder price listed below, your current provider can easily obtain your annual usage with a few clicks on the computer.

400gls/yr plus (heating accounts): .50/gl over posted price

200-400gls/yr (space heating accounts, hot water): \$1.30/gl over posted price

50-200gls/yr (hot water): \$1.70 over posted price

Below 50gl/yr(cooking or drying): \$2.05 over posted price

I truly appreciate your consideration and look forward to working with you, if you have any questions or concerns please give me a call anytime. All new or existing accounts should contact me directly to set up an account or transfer pricing to an existing account. I can be reached anytime at (570)290-0077.

Art Coolbaugh  
Sales Professional  
acoolbaugh@paracogas.com