

Dancor Wholesale Service Plan

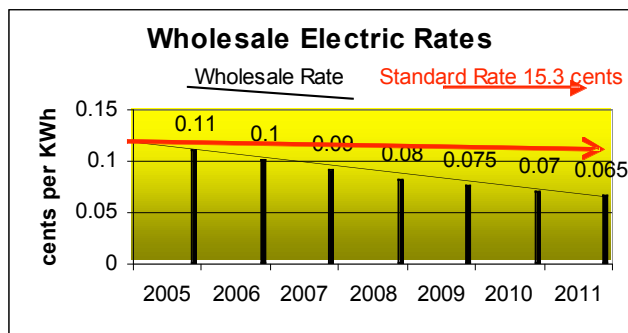
Buy Your Electricity and/or Natural Gas at the current wholesale utility rate

WHAT IS THE DANCOR WHOLESALE SERVICE PLAN?



Product Summary

In circumstances where electricity prices are declining or floating, the Dancor Wholesale Service Plan is an excellent choice. The Dancor Wholesale Service Plan allows customers to purchase their electricity directly from the Power Pool similar to the way wholesale suppliers do. Electricity is priced hourly throughout the day. The price is largely dependant upon demand. Since most business demand electricity from the grid during "peak" times, power is typically more expensive during those hours. During "off peak" hours, the price is typically lower. As a result, businesses using "off peak" power more often than the average user should benefit from these lower prices, as the utility offers only one price for a 24-hour day based on their entire customer profile. In addition, Basic Service in Massachusetts is determined by short term fixed positions set at particular times during the year (quarterly or bi-annually depending on class of service). In a declining market, a fixed price can lead to a higher overall cost than a floating price as the price is fixed & held for a period of time while the floating price continues to fall. For that reason, the Dancor Wholesale Service Plan is ideal for the falling electricity market environment.



Features & Benefits

*Floating Full Requirements Electricity Price
Terms from Month to Month to 60 months
Power Pool Pricing plus Retail Adder
Subject to credit approval*

Dancor Wholesale Service Plan Price Calculation

*Wholesale power + retail cost adder =
Dancor Wholesale Service price
Ie: 16.3 cents + 2.1 cents = 18.4 cents*

Retail Adder includes the variable components of capacity, renewable energy, ancillary services & losses along with fixed administration costs. LICAP is not included.

The term "wholesale power" represents the hourly and/or day ahead clearing price as posted by the NE-ISO. Early termination penalties are calculated by multiplying the historical 12-month average kwh electricity usage as depicted on the utility bills by the remaining months in the term and the administration fee.

