

## Exclusive Gas offer for EMA members

Total Utilities Management Group (TUMG) is offering EMA members the chance to reduce your natural gas costs on a no savings, no fee performance-related basis. You benefit by participating with fellow EMA members in bulk buying tenders. All you have to do is register for the bulk tender on EMarket (the EMA B2B trading portal at [www.ema.co.nz](http://www.ema.co.nz)). This verifies your EMA membership and qualifies you for a 20% discount off TUMG fees. It also confirms that you have accepted the terms and conditions of this EMA member offer. You then provide us with a full copy (all pages both sides) of a recent monthly natural gas account(s) together with a letter authorizing TUMG to negotiate with the applicable gas retailers on your behalf. We then do the rest.

If TUMG improves upon your existing gas prices, you pay us a one off performance-related fee each year equivalent to 20% (less a 10% prompt payment discount) of the projected savings per year during the proposed new contract term. Fees are payable in full to us within 30 days of invoice issue and are based on the best quoted prices received by us. Please note that if we provide savings via a reputable gas retailer (i.e. Contact, Direct, Genesis, Greymouth, Nova, OnGas etc) you are automatically liable for the associated fee, as outlined above, irrespective of whether our recommendation is implemented.

**Example 1** – Business spends \$50000/year,  
Projected savings of \$5000 in year 1 and \$4400 in year 2  
Resultant TUMG fees of \$900 in year 1 and \$792 in year 2 (i.e. after our 10% prompt payment discount)

**Example 2** – Business spends \$50000/year  
No savings – no fee.

The price benchmark used for calculating our fees is your existing gas prices (the contestable part of natural gas supply) i.e. lines charges and other pass through charges are not affected by your choice of gas retailer.

### **Just follow three simple steps to cut your natural gas bills:**

1. Confirm your acceptance of this EMA offer by registering on EMarket ([www.ema.co.nz](http://www.ema.co.nz)).
2. Print out the enclosed EMA Member Authorisation Form (page 2) on to your letterhead, sign it and return it to us together with a signed copy of our EMA Member Agreement (page 3).
3. Provide us with a full copy (all pages both sides) of a recent full set of monthly gas accounts.

**Please contact Jonathan or Chris on 09 576 2107 (or fax 09 576 4787)  
if you have any queries on this offer.**

# EMA Member Authorisation Form

## NATURAL GAS

**Total Utilities Management Group Ltd**  
**PO Box 51-992**  
**Pakuranga 2140**  
**AUCKLAND**

This form authorises Total Utilities Management Group Ltd (TUMG) to negotiate a Gas Supply Agreement on our behalf with all applicable gas retailers in New Zealand. As such, we appoint TUMG as our exclusive natural gas consultant / broker for the purposes of managing a one off Natural Gas Request for Proposal (RFP).

TUMG is hereby authorised to request the applicable data from the existing gas retailer(s) including but not limited to existing contract expiry date(s), detailed usage data, ICP numbers, meter details, existing prices and local network charges etc.

This Authorisation Form will automatically cease to apply within 90 days of the closing date of the Natural Gas RFP issued by TUMG. It is acknowledged that all information presented both by and to TUMG is to be kept in strict confidence by both parties.

It is also acknowledged that this Authorisation Form is intended to comply with the requirements of the Privacy Act.

**Signed:** .....

**Print name:** .....

**Position:** .....

**Company:** .....

**Date:** .....

**NZ Companies Office Number:** .....

# EMA Member Agreement

## NATURAL GAS

The one off TUMG performance-related fee each year is equivalent to 20% (less a 10% prompt payment discount) of the projected cost savings in years 1 and 2 of the proposed new Gas Supply Agreement term.

These fee are payable in full to TUMG within 30 days of invoice issue and are based on the best quoted gas rates received by TUMG. Any payments received after this date are not eligible for our 10% PPD and collection fees and penalties may also be incurred.

If TUMG negotiates cost savings via a major gas retailer and if for any reason whatsoever we decline to take up their recommended offer, we nevertheless confirm that our business is still liable for the full fee (as per the above).

The gas 'volume' benchmark used for fee calculation will be our actual monthly kWh usage during the past 12 months unless we advise TUMG to the contrary prior to signing this agreement.

The gas 'price' benchmark used for fee calculation will be our existing buying prices.

By signing this agreement, we confirm that we fully understand and accept the stated terms and conditions of this agreement.

**Signed:** .....

**Print name:** .....

**Position:** .....

**Company:** .....

**Date:** .....

**NZ Companies Office Number:** .....