

## Mackenzie Reed-Kadow

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**From:** Steve Corbeille  
**Sent:** Tuesday, April 30, 2019 8:11 AM  
**To:** Mackenzie Reed-Kadow  
**Subject:** FW: Competitive Process and Analysis  
**Attachments:** Wisc Gas - WPS - LOA.pdf; Tradition Energy - Engagement Letter - U.S. Communities.pdf

Not sure if I already forwarded this for the Finance agenda or not?? Agenda Item would be "Performance Contract with Tradition Energy for Natural Gas Pre Buy"

**From:** David Heflin <[David.Heflin@TraditionEnergy.com](mailto:David.Heflin@TraditionEnergy.com)>  
**Sent:** Tuesday, April 23, 2019 2:16 PM  
**To:** Steve Corbeille <[scorbeille@manitowoc.org](mailto:scorbeille@manitowoc.org)>  
**Subject:** Competitive Process and Analysis

Hi Steve,

Thanks for your time this afternoon.

Attached are the two forms we would need to begin putting a benchmark in place for the City of Manitowoc. For your convenience, on the forms, I have highlighted the areas that need to be filled out, and then we will be able to fill out the remaining areas. You've already sent over your recent invoices, so were good on that.

Once we have all this information we will begin the negotiation process and start formulating a procurement strategy fit for the city's needs. As discussed, pricing through us will get you the most competitive rates from all tier 1 qualified suppliers. In your region we will have anywhere from 4-6 suppliers competing for your business.

This process will allow us to put a benchmark in place. As we mentioned, given the process from WPS, we are in a great position to set a benchmark and search for the best buying opportunity for when the market begins to move lower resulting is the lowest cost solution.

Let me know if you have any questions.

Best,

**David Heflin**  
Associate



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