

# FILED

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Missouri Public  
Service Commission

ATMOS ENERGY CORPORATION  
GAS SUPPLY REQUEST FOR PROPOSAL  
FOR NATURAL GAS SUPPLY TO HANNIBAL & BOWLING GREEN,  
MISSOURI SERVICE AREA  
February 19, 2007

1.0 RFP Overview

Atmos Energy Corporation ("Atmos") is seeking proposals from qualified suppliers to provide firm and warranted natural gas commodity only requirements for its Missouri service areas. The term of the agreement will commence on April 1, 2007 and continue through March 31, 2008. Specifics of the pipelines which serve Atmos are detailed below and in the accompanied Exhibits. Pricing should be index-based, with options for fixed price supply for the term of the agreement. Essentially, Atmos is seeking firm, natural gas supply for daily flows up to its maximum firm capacity rights on Panhandle Eastern Pipeline split into first of month and swing components. Please see "Attachment I" for details pertaining to Atmos' request for proposal for commodity only gas supply.

ALL PROPOSALS MUST BE PREPARED IN ACCORDANCE WITH RFP REQUIREMENTS AND MUST BE RECEIVED IN WRITTEN FORM BY 4:00 p.m. CST, Wednesday, March 7, 2007.

2.0 RFP Communication

Any reasonable request, at Atmos' sole discretion, for additional information not contained in this RFP is required in writing and will be provided to all parties receiving this RFP. The identity of the party requesting additional information will not be divulged. All requests for additional information to be used in your analysis should be submitted in writing via e-mail to [mike.walker@atmosenergy.com](mailto:mike.walker@atmosenergy.com). Any proposal clarification requested by Atmos and the response by the Bidder shall be in writing. During the RFP process, Atmos will not entertain any individual meetings with Bidders relating to this RFP until such time that the RFP has been awarded.

Please advise if not submitting a proposal at this time. Otherwise, it will be assumed that your company should be removed from this bid list for future Requests for Proposals. Atmos reserves the right to reject any and all bids.

Staff Exhibit No. 22  
Date 3/24/11 Reporter JMB  
File No. GE 2008 0364

### 3.0 Background

**Service Area I - "Hannibal, Missouri"** The pipeline delivering to this area is Panhandle Eastern Pipeline ("PEPL").

**Service Area II - "Bowling Green, Missouri"** The pipeline delivering to this area is Panhandle Eastern Pipeline ("PEPL")

Upstream of our Service Areas, Atmos holds firm transportation on PEPL.

Our annual purchase requirements are approximately 1.6 Bcf. Approximate historical purchase volumes are provided to assist you in the preparation of your proposal. These volumes are informational only and may or may not be indicative of future requirements. (See Attachment I and Gas Supply Plans for further usage details and pipeline contract information)

### 4.0 Supply Requirements

All bidders are subject to proof of performance experience, creditworthiness and financial strength commensurate with this type and term of arrangement. Non-performance remedies as well as other terms and conditions will be negotiated and included in the agreement between the parties.

### 5.0 Proposal Content

The following information is required to be considered responsive to this RFP unless the proposing entity can clearly demonstrate that such information is not applicable to its circumstance. Any additional information that the supplier considers useful for Atmos to evaluate its proposal will be considered. Atmos may request additional information at a later date to assist in the decision making process.

#### 5.1 Respondent Information

- Name and address of supplier
- Name, phone and fax number of contact person for this proposal
- Current annual report
- Evidence of supplier's knowledge and experience in providing service proposed
- Evidence of the supplier's financial viability to provide the service proposed
- Business references

## 5.2 Description of Proposal

Each proposal should provide a description of supply and the price which the supplier is willing to contract for and all other pertinent information. The response should present firm and warranted commodity sales based upon the pricing methodology described in section "5.3 Pricing". Additionally, a summary of the amount of equity gas owned or controlled by the bidder, and other supply data should be provided.

Atmos will nominate first of month gas supplies within five (5) working days before the beginning of any month. Monthly purchase volumes will be confirmed by and based on actual receipts by the transporting pipeline.

## 5.3 Pricing

- First of the month purchases should be index based using "Inside FERC's Gas Market Report", Panhandle Eastern Pipe Line Co., Texas, Oklahoma (mainline), Index price.
- Incremental purchases, in excess of the first of month purchase volumes, would be at a price equal to, plus (+), or minus (-) Gas Daily, Daily price survey, Oklahoma, Panhandle, Tx-Okla., Midpoint index price which may or may not include a demand component (Bidders Option).
- In the event of excess first of month purchases, please specify Supplier buybacks at a price equal to, plus (+), or minus (-) Gas Daily, Daily price survey, Oklahoma, Panhandle, Tx-Okla., Midpoint index price.
- All charges upstream of ATMOS' pipeline contracts shall be the sole responsibility of the Supplier.
- Intraday purchases will be priced by seller at a mutually agreeable price to buyer and confirmed at time of purchase.
- For more detail, please see Attachment I.

## 5.4 Reliability

All gas supply is to be firm and warranted assuring that natural gas supply services will meet all contractual obligations without fail.

### 5.5 Contract Exceptions

Attached with this RFP is a list of exceptions to a NAESB contract. As part of your proposal, please review and include any objections to the listed exceptions. Also, please provide any exceptions your company has to the industry standard NAESB contract. If your company will not accept a NAESB contract under the terms described in this RFP, please provide a statement outlining your objections to the NAESB contract and a copy of your company's contract for review. In the event that your proposal is the successful bid, the appropriate exhibit or confirmation will be required as part of the contracting process to be executed by both parties.

### 6.0 Evaluation Criteria

Proposals will be judged on respondent's ability to meet the economical and reliable natural gas needs of Atmos. The principal criteria to be used are as follows: Total delivered cost of gas supply over the term of the contract, reliability of the supply, and the financial viability of the respondent. Atmos has the right to consider any other factors that may be relevant to its gas supply needs.

### 7.0 Evaluation Duration

The Proposer shall be prepared to leave the proposal open for a ten (10) business-day evaluation period after the submittal deadline.

### 8.0 Proprietary Data in Proposal

A proposal may include data which the respondent does not want disclosed to the public or used by Atmos for any purpose other than proposal evaluation. Reasonable care will be exercised so that proposal data is not disclosed or used without the respondent's permission, except to meet regulatory filing requirements. Such data filed for regulatory requests shall be filed as confidential information.

### 9.0 Rejections of Proposal

Atmos reserves the right to reject any or all proposals and to re-solicit for proposals in the event that all proposals are rejected. Any proposal may be modified prior to the submittal deadline by written request of the Bidder.

#### 10.0 Submittal Instructions

Proposals must be received via U.S. Mail, Courier Service or hand delivered in a sealed envelope marked as indicated below on or before March 7, 2007 at 4:00 p.m. CST. No other method will be accepted. No proposal will be opened prior to the stated deadline. The proposals received after the stated deadline will be returned unopened.

Proposals should be marked externally as "RFP RESPONSE – PEPL MISSOURI HANNIBAL" and mailed to:

Atmos Energy Corporation  
377 Riverside Drive, Suite 201  
Franklin, TN 37064  
Attn: Mike Walker