

DM 13-121



Forward Thinking Energy



August 22, 2013

**Jay L. Kooper**  
Director of Regulatory Affairs  
Energy Marketing

VIA OVERNIGHT MAIL

The Honorable Debra A. Howland  
Executive Director and Secretary  
New Hampshire Public Utilities Commission  
21 South Fruit Street, Suite 10  
Concord, NH 03301-2429

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RE: Hess Corporation – Sale of Energy Marketing Business  
To Direct Energy

Dear Secretary Howland:

Hess Corporation (“Hess”) is a licensed competitive supplier of electricity and natural gas in the State of New Hampshire. In addition, earlier this summer the Commission approved the natural gas licensed application of Hess Energy Marketing, LLC (“HEM”), a wholly-owned subsidiary of Hess. HEM is currently in the process of receiving EDI certification from New Hampshire’s four electric distribution companies, which is a prerequisite for licensure as an electric supplier. Upon certification, HEM intends to file an application for an electric license with the Commission.

On July 30, 2013, Hess announced the sale of its energy marketing business to Direct Energy Business, LLC (“Direct Energy”). The sale is expected to close on October 1, 2013, at or around which time HEM will be acquired by Direct Energy. All current Hess customers will be transferred to HEM in accordance with the terms of their contracts and applicable Commission regulations. The existing Hess licenses will remain in operation to serve customers whose supply contracts are not able to be transferred to HEM on the closing date, with Direct Energy serving as Hess’ agent with respect to the existing Hess licenses. All current Hess customers will continue to be served in accordance with the same terms, conditions and prices as set forth in their existing contracts.

Should you have any questions regarding this matter, please contact me at (732) 750-7048 or [jkooper@hess.com](mailto:jkooper@hess.com).

Sincerely,

Jay L. Kooper  
Director of Regulatory Affairs

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