

LAW OFFICES
MESSER, VICKERS, CAPARELLO, MADSEN, GOLDMAN & METZ
A PROFESSIONAL ASSOCIATION

SUITE 701
215 SOUTH MONROE STREET
POST OFFICE BOX 1876
TALLAHASSEE, FLORIDA 32302-1876
TELEPHONE (904) 222-0720
TELECOPIER (904) 224-4359

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FILE COPY

January 17, 1995

Ms. Blanca Bayo, Director
Division of Records and Reporting
Florida Public Service Commission
101 East Gaines Street
Tallahassee, FL 32399-0850

HAND DELIVERY

Re: West Florida Natural Gas Company; Docket No. 950002-EG

Dear Ms. Bayo:

Enclosed for filing on behalf of West Florida Natural Gas Company in connection with the hearing scheduled to begin March 8, 1995 are an original and 15 copies of the following:

- 1) Petition for Approval of West Florida Natural Gas Company's Proposed Conservation Cost Recovery Charges;
- 2) Schedules C-1, C-2, C-3 and C-5; and
- 3) Direct Testimony of Cindy Arnold, Tom Goodwin and Ron Sott.

ACK ✓
WFA
APP
CAF Please acknowledge receipt of these documents by stamping the enclosed extra copy of this letter.

CMU Thank you for your assistance.

CTR
EAG 5
LEG Erstling
LIP 4 Long

Very truly yours,

Norman H. Horton
Norman H. Horton

NHH/amb
Enclosures
SEC 1
cc: Parties of Record
Ms. Cindy Arnold
Mr. J. E. McIntyre

Petition *Cindy Arnold*
DOCUMENT NUMBER-DATE DOCUMENT NUMBER-DATE
00604 JAN 17 95 00605 JAN 17 95
FPSC-RECORDS/REPORTING FPSC-RECORDS/REPORTING

Goodwin Testimony Sott
DOCUMENT NUMBER-DATE DOCUMENT NUMBER-DATE
00606 JAN 17 95 00607 JAN 17 95
FPSC-RECORDS/REPORTING FPSC-RECORDS/REPORTING

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BEFORE THE
FLORIDA PUBLIC SERVICE COMMISSION
DOCKET NO. 950002-EG
DIRECT TESTIMONY OF
RONALD C. SOTT
ON BEHALF OF WEST FLORIDA NATURAL GAS COMPANY

- Q. Please state your name and address.
- A. My name is Ronald C. Sott. My business address is 301 Maple Avenue, Panama City, Florida.
- Q. In what capacity are you employed by West Florida Natural Gas Company?
- A. My job title is Director, New Market Development. My position includes overall responsibility for administering the Company's conservation programs in both divisions.
- Q. What is the purpose of your testimony?
- A. The purpose of my testimony is to support the projected levels of conservation program expenses as incorporated into the "C Schedules" sponsored by Cindy Arnold.
- Q. Please proceed.
- A. In order to project expenses for the Home Builders Program, we contacted several of our major contractors and reviewed their schedules for the periods involved. These projections include several new developments which are ongoing during this period. The projections for our

1 replacement and ESP programs were developed based on
2 actual data in previous periods plus projected increases
3 due to extensive main line construction into previously
4 unserved areas of Marion County, Florida. Our gas
5 water heater load retention estimates were based on past
6 experience with our water heater lease/purchase program.
7 Commercial appliance replacement was projected using past
8 experience with our commercial water heater
9 lease/purchase program as well as information provided by
10 commercial equipment distributors and gas installers.
11 The gas space conditioning program projections were based
12 on estimates; this is a new program for which we have no
13 historical information or experience from which to draw.

14 Q. Does this complete your testimony?

15 A. Yes.