

May 14, 1999

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By Hand Delivery

Blanca S. Bayó, Director Records and Reporting Florida Public Service Commission 4075 Esplanade Way, Room 110 Tallahassee, Florida 32399-0850

Re: Petition for Approval of True-Up
Amount in Docket No. 990002-EG

Dear Ms. Bayó:

Enclosed for filing on behalf of Florida Power & Light Company in Docket No. 990002-EG are the original and ten copies of Florida Power & Light Company's Motion For Protective Order Regarding Confidential Information Required To Be Filed As Part Of True Up Filing. Please note that the original copy of the motion has an Attachment, Attachment A, which contains CONFIDENTIAL INFORMATION. Therefore, FPL is filing the original motion in a separate envelope stamped CONFIDENTIAL. The remaining copies of the motion do not contain Attachment A or any other confidential information.

In its motion FPL seeks confidential classification of the confidential information contained in Appendix A to Exhibit LMB-1 in Docket No. 990002-EG, which is being filed with the Commission today. FPL has to file this information with the Commission to comply with Rule 25-17.015, Florida Administrative Code. However, to avoid damaging public disclosure, FPL has filed its motion for protective order and provided in Exhibit LMB-1 redacted copies of Appendix A.

If you or your staff have any questions regarding this transmittal, please contact me at 222-2300.

Very truly yours,

Charles A. Guyton

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Miami

DOCUMENT NUMBER-DATE

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BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Energy Conservation Cost Recovery)	Docket No. 990002-EG
Clause)	Filed: May 14, 1999

Florida Power & Light Company's Motion For Protective Order Regarding Confidential Information Required To Be Filed As Part Of True Up Filing

Pursuant to Florida Administrative Code Rule 25-22.006 and Section 366.093, Florida Statutes (1997), Florida Power & Light Company ("FPL") requests confidential classification of portions of Appendix A to Exhibit LMB-1 filed this day with the Commission in Docket No. 990002-EG. FPL further moves that the Commission issue a protective order (1) acknowledging that FPL has served redacted copies of Appendix A on all parties, (2) requiring any party or person who desires to review the confidential material in Appendix A to file with the Commission, pursuant to Rule 25-22.006(7)(a), Florida Administrative Code, a petition to inspect and examine the confidential information in Appendix A to Exhibit LMB-1, (3) requiring that the confidential information in Appendix A be returned to FPL after the close of this proceeding if not admitted into the record, and (4) finding that if Appendix A is admitted into the record in this proceeding, that FPL has shown good cause for the confidential information in Appendix A to continue to be classified as confidential after the expiration of eighteen months. As grounds for this motion, FPL states:

1. In November 1997 the Commission amended Rule 25-17.015, Florida Administrative Code, by creating a requirement in subsection (5) that when a conservation advertisement for which

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DOCUMENT NUMBER-DATE

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FPSC-RECORDS/REPORTING

a utility seeks conservation cost recovery "makes a specific claim of potential energy savings or states appliance efficiency ratings or savings, all data sources and calculations used to substantiate these claims must be included in the [true-up] filing..."

- 2. FPL is filing contemporaneously with this motion its true-up filing, and FPL is seeking cost recovery of advertising expenses for advertisements which make specific claims of energy savings. Consequently, in Appendix A to Exhibit LMB-1, the exhibit attached to the Testimony of FPL witness Leonor M. Busto, FPL has included all the data sources necessary to satisfy this rule requirement.
- 2. Part of the information which FPL has been required to file in Appendix A to Exhibit LMB-1 to comply with Rule 25-17.015(5) is confidential. The purposes of this motion are (a) to seek a Commission determination that the information identified by FPL in Appendix A to Exhibit LMB-1 should be classified as confidential information and (b) to seek a protective order which establishes that the procedure for any party or person desiring to review the confidential information should be the procedure set forth in Rule 25-17.006(7)(a), the filing of a petition to inspect and examine, and which provides for either the return of the confidential information if it is not included in the record or the continued confidential classification of the information if it is included in the record.

Justification of Confidential Classification

4. All the information in Appendix A to Exhibit LMB-1 for which FPL seeks confidential classification is customer specific information. FPL has a corporate policy not to disclose or release customer specific information without the consent of the customer. None of the FPL customers referred to in this information have consented to the release of their customer specific

information. In addition, much of the information for which FPL seeks confidential classification is information which is confidential and proprietary to customers, the release of which would harm the customers' business operation, and has not been disclosed other than to the contractors which have performed work for the customers (and then only at the customers' direction). This information may, in some instances, constitute trade secrets to the customers, and is certainly information relating to the customers' competitive interests, the disclosure of which would impair the competitive business of the customers. Information of this nature is proprietary confidential business information within the meaning of Section 366.093(3), Florida Statutes (1997).

4. To satisfy the requirements of Rule 25-17.006, FPL has prepared four Attachments to this motion. Attachment A is a copy of Appendix A to Exhibit LMB-1 which has all the confidential information highlighted. Only the original copy of this motion contains a highlighted copy of Attachment A; the remaining copies served upon the Commission and the parties do not contain a copy of Attachment A. Attachment B is a copy of Appendix A to Exhibit LMB-1 with the confidential information redacted. All copies of this motion have Attachment B. Attachment C is a line by line justification of the confidential status of the confidential information in Appendix A to Exhibit LMB-1. Attachment D is the affidavit of Mr. Dennis Brandt explaining why the information FPL seeks to prevent from disclosure is confidential.

Request For Protective Order

5. FPL is required to include in its true-up filing very detailed information which supports claimed energy savings in its conservation advertisements. At the time the rule amendment requiring this filing was adopted, it was recognized by every party to the rulemaking that the information was of interest only to the Staff of the Commission. FPL has filed this confidential

information so that the Staff of the Commission will have immediate access to the confidential information, but it has served upon the parties to this proceeding redacted copies of the confidential information. Many of the parties to this proceeding clearly have no interest in the customer specific, confidential information required to be filed pursuant to Rule 25-17.015(5). For instance, other electric utilities not serving such customers have no conceivable interest in this customer specific information. Because of the limited interest in this confidential information, FPL seeks a protective order from the Commission acknowledging FPL's service of the confidential information solely on the Commission and providing that other parties to the proceeding desiring to review the confidential information filed with the Commission follow the procedure set forth in Rule 25-17.006, Florida Administrative Code, by filing a petition to review and inspect the documents. This procedure minimizes the initial disclosure of confidential information, avoids parties not interested in receiving confidential information from having to undertake measures to prevent such disclosure, and provides a means by which those parties seeking to review the confidential information to seek review under terms necessary to prevent the disclosure of such information.

6. The information for which FPL seeks confidential classification shall continue to be confidential after 18 months. It will still be treated by FPL as confidential as a matter of policy, and the information regarding customers' electrical usage and electrical equipment will continue to be competitive information the disclosure of which may injure the customers' competitive interest even after 18 months. Therefore, FPL requests that the Commission rule that the confidential information in Appendix A to Exhibit LMB-1 continue to be classified as confidential after the expiration of eighteen months as permitted by Section 366.093, Florida Statutes (1997). At present it is not FPL's intent to offer Appendix A to Exhibit LMB-1 into evidence; FPL is filing the Appendix only to

satisfy the requirements of Rule 25-17.015(4), Florida Administrative Code. If Appendix A is not

admitted into evidence in this proceeding, FPL asks that the protective order issued by the

Commission require the return of Appendix A to FPL. However, if these advertisements become

subject to dispute and the confidential information in Appendix A is introduced into the record in

this proceeding. FPL asks that the Commission determine that FPL has demonstrated good cause for

the confidential information to continue to be classified as confidential beyond 18 months.

WHEREFORE, FPL respectfully moves that the Commission (a) rule that the information

identified by FPL as confidential in Appendix A to Exhibit LMB-1 filed on May 14, 1999 be given

confidential classification by the Commission and be exempt from disclosure, and (b) the

Commission issue a protective order (I) that any parties to this proceeding desiring to review and

inspect the confidential information in Appendix A to Exhibit LMB-1 follow the procedure set forth

in Rule 25-17.006(7)(a), (ii) that the confidential information in Appendix A be returned to FPL after

the close of this proceeding if not admitted into the record, and (iii) if Appendix A is admitted into

the record in this proceeding, that FPL has shown good cause for the confidential information in

Appendix A to continue to be classified as confidential after the expiration of eighteen months.

Respectfully submitted,

Steel Hector & Davis LLP

Suite 601, 215 S. Monroe St.

Tallahassee, Florida 32301

Attorneys for Florida Power

& Light Company

Charles A. Guyton

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CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true and correct copy of Florida Power & Light Company's Motion for Protective Order Regarding Confidential Information Required to be Filed as Part of True-Up Filing was served by Hand Delivery (when indicated with an *) or mailed this <u>14th</u> day of May, 1999 to the following:

Robert V. Elias, Esquire*
Division of Legal Services
Florida Public Service Commission
2540 Shumard Oak Boulevard
Gunter Building, Room 370
Tallahassee, Florida 32399-0850

Lee L. Willis, Esquire *
James D. Beasley, Esquire
Ausley Law Firm
227 South Calhoun Street
Tallahassee, Florida 32302

Jeffrey A. Stone, Esquire G. Edison Holland, Esquire Beggs & Lane Post Office Box 12950 Pensacola, Florida 32576-2950

Joseph A. McGlothlin, Esquire * Vicki Gordon Kaufman, Esquire McWhirter, Reeves, et al. 117 South Gadsden Street Tallahassee, Florida 32301

John W. McWhirter, Jr., Esquire McWhirter, Reeves, et al. Post Office Box 3350 Tampa, Florida 33601

Jack Shreve, Esquire *
Roger Howe, Esquire
Office of Public Counsel
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Room 812
Tallahassee, Florida 32399

Kenneth A. Hoffman, Esquire *
Rutledge, Ecenia, Underwood,
Purnell & Hoffman
Post Office Box 551
Tallahassee, Florida 32302-0551

Norman Horton, Jr., Esquire *
Messer, Caparello, et al.
215 South Monroe Street, Suite 701
Tallahassee, Florida 32301

Wayne L. Schiefelbein, Esquire *
Ruden, McClosky et al.
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Suite 815
Tallahassee, Florida 32301

Debbie Stitt Energy Conservation Analyst St. Joe Natural Gas Company Post Office Drawer 549 Port St. Joe, Florida 32456

James A. McGee, Esquire Florida Power Corporation Post Office Box 14042 St. Petersburg, Florida 33733

Michael Palecki, Esquire City Gas Company of Florida 955 East 25th Street Hialeah, Florida 33013-3498 Colette Powers Indiantown Gas Company Post Office Box 8 Indiantown, Florida 34956-0008

Peter Martin South Florida Natural Gas Company 101 NW 202 Terrace Post Office Box 69000-J Miami, Florida 33269-0078

Legal Environmental Assistance Foundation, Inc.* Gail Kamaras, Esquire 1114-E Thomasville Road Tallahassee, Florida 32303-6290

Mollie Lampi Pace University Energy Project 122 South Swan Street Albany, New York 12110 Sebring Gas System, Inc. 3515 highway 27 South Sebring, Florida 33870-5452

Stuart L. Shoaf St. Joe Natural Gas Company, Inc. Post Office Box 549 Port St. Joe, Florida 32457-0549

Ansley Watson, Jr., Esquire Macfarlane, Ferguson & McMullen P.O. Box 1531 Tampa, Florida 33602

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ATTACHMENT A

Only the Original Copy of Florida Power & Light's Motion For Protective Order Regarding Confidential Information Required To Be Filed As Part Of True-Up Filing Contains the highlighted Confidential material. See Attachment B for the redacted copy.

ATTACHMENT B

APPENDIX A



YOUR BUSINESS** THE POWER TO IMPROVE

ANSWER: \$4,600 per month.

This figure was arrived at by

performing a full lighting upgrade.

By replacing the fluorescent,

40 watt lamps and magnetic

ballasts with 32 watt lamps

and electronic ballasts.

By retrofitting "exit" signs and

incandescent downlights with

compact fluorescent lamps. And

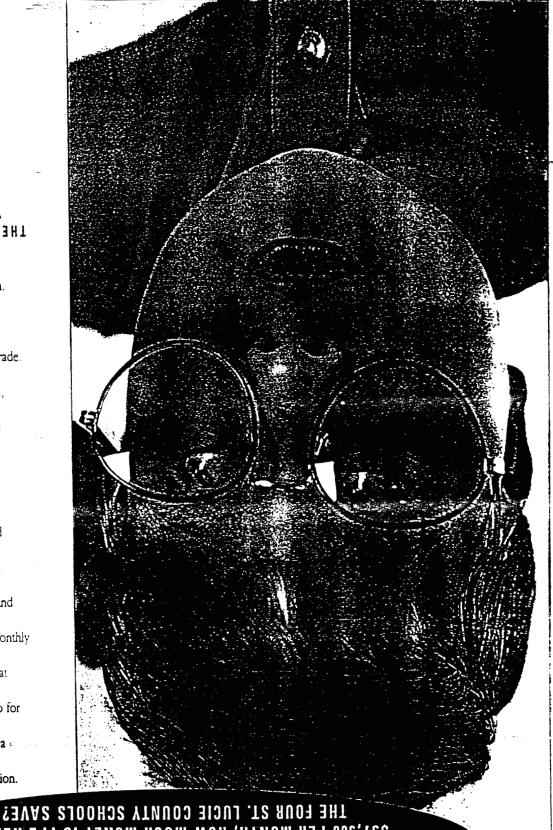
by multiplying the original monthly

energy bill x 8/100 Learn what

Florida Power & Light can do for

you: Call 1-800-FPL-5566 for a

free Business Energy Evaluation.



IF FPL HELPED FOUR ST. LUCIE COUNTY SCHOOLS SAVE?
S57,500 PER MONTH, HOW MUCH MONEY IS FPL HELPING
THE FOUR ST. LUCIE COUNTY SCHOOLS SAVE?

Docket No. 990002-EC Exhibit No. _____ FLorida Power & Light Co. (LMB-1) Appendix A

Docket No. 990002-EG
Exhibit No. _____
FLorida Power & Light Co.
(LMB-1)
Appendix A
Page 1-B

St. Lucie County Schools

Savings Calculated on Comparison of Energy Usage using same effective rates.

		Before Retrofit		After Retrofit
		9/26/95 to 8/23/96		9/24/96 to 8/25/97
2 Sch 3 Sch	nool #1 nool #2 nool #3 nool #4			
Anr	nual Cost	\$692,332		\$636,989
Мог	nthly Cost	\$57,694*		\$53,082
	erage Monthly centage Savi	•	\$4,612* 8%	

See Pages 1-C through 1-J for details.

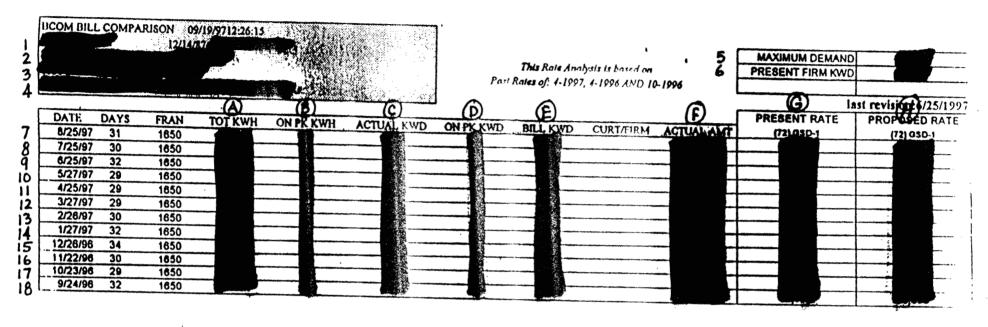
^{*} numbers rounded for presentation

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10	5/24/96 4/25/96	29 29	1650 1650	_					v			
	3/27/96 2/27/98	29 29	1650 1650									
	1/29/96 2/28/95 1/27/95	31	1650 1650									
1719	0/25/95	33 29 32	1650 1650 1650									
10			1030							为一		

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)%

Appendix A
Page 1-C

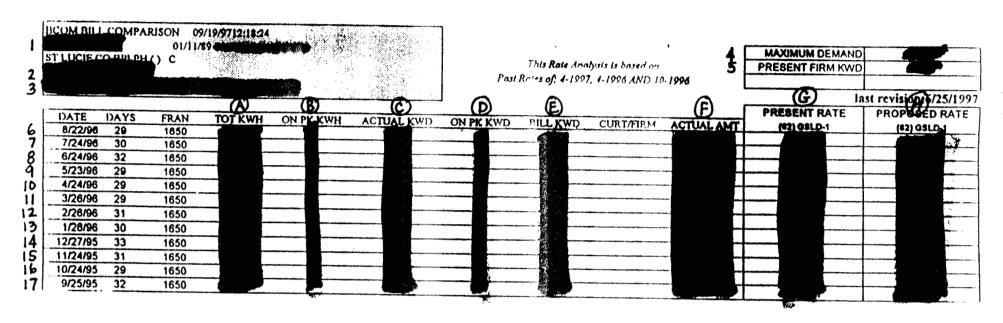
Exhibit No. FLorida Power & Ligh (LMB-1)



\$0.08 / KWH \$0.08 / KWH
YRLY \$ SAVINGS: \$0.00
YRLY % SAVINGS: 0%

Facility Rental Charge is included!

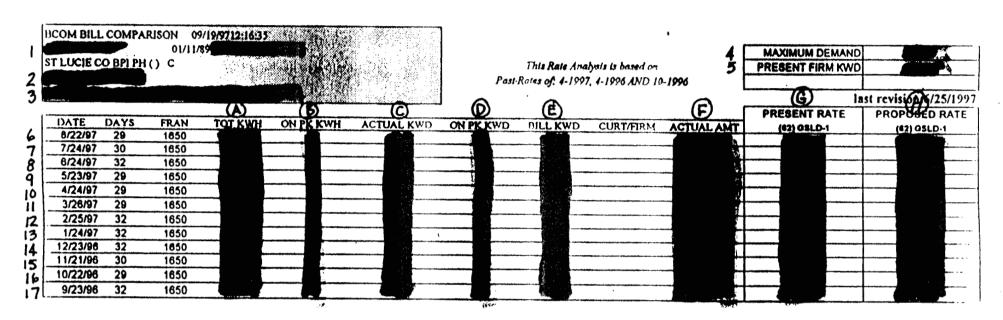
13691 > 13.5%



8	
\$0.063 / KWH	\$0.063 / KWH
YRLY \$ SAVINGS:	\$0.00
YRLY % SAVINGS:	0%

Appendix A
Page 1-E

Lorida Power & Ligh LNB-1)

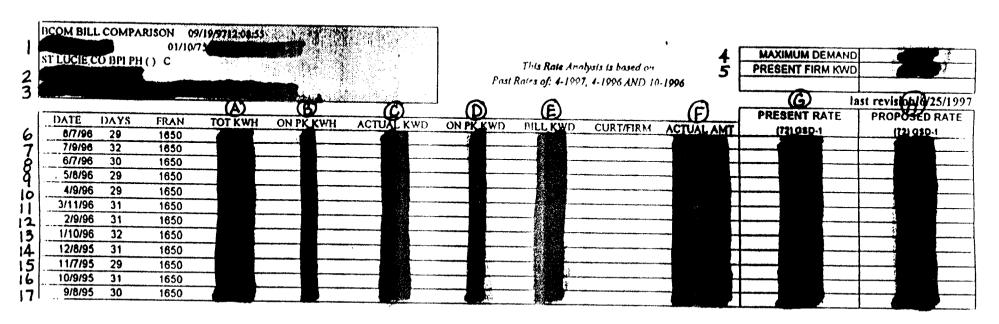


18		(Arrive
•••	\$0.064 / KWH	\$0.064 / KWH
	YRLY \$ SAVINGS:	\$0.00
	YRLY % SAVINGS:	0%

59.

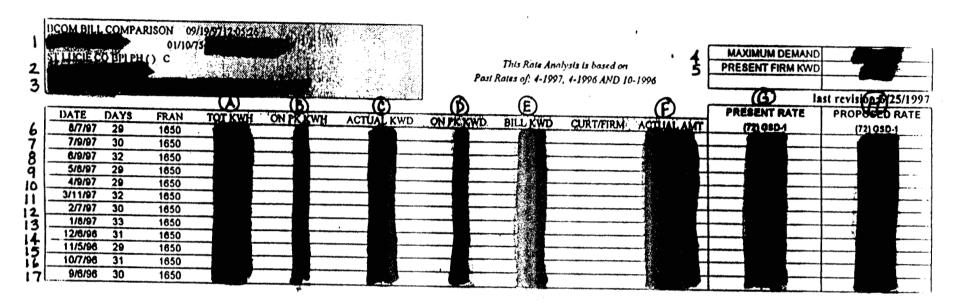
FLorida Power & L (LMB-1) Appendix A

14231



18		
••	\$0.079 / KWH	\$0.079 / KWH
	YRLY \$ SAVINGS:	\$0.00
	YRLY % SAVINGS:	0%

(LMB-1)
Appendix A
Page 1-G

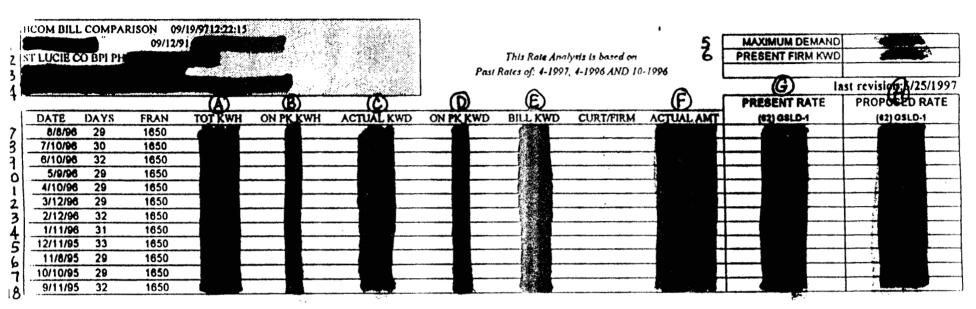


18											
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	YRLY \$ SAVINGS:	\$0.00									
	YRLY % SAVINGS:	0%									
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14215

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Exhibit No. ______EC
Exhibit No. _____Ehrt C
FLorida Power & Light C
(LMB-1)



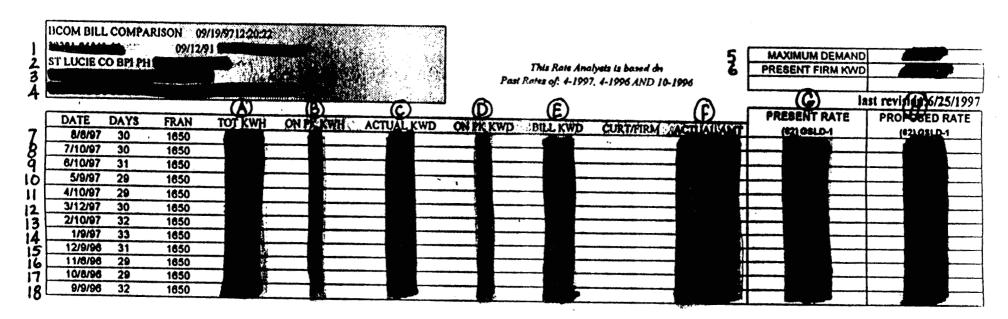
_	A CONTRACT OF THE PARTY OF THE	
19		
•	\$0.073 / KWH	\$0.073 / KWH
	YRLY \$ SAVINGS:	\$0.00
	YRLY % SAVINGS:	0%

(LMB-1) Appendix A

orida Power & Light C

ket No. 990002-EG





9	
\$0,083 / KVVH	\$0.083 / KWH
YRLY \$ SAVINGS:	\$0.00
YRLY % SÁVINGS:	0%

13176 => 7%

Exhibit No.

Exhibit No.

FLorida Power & Lig

(LMB-1)

, -

Docket No. 990002-EG Exhibit No. _____ FLorida Power & Light Co. (LMB-1) Appendix A Page 2-A

SARASOTA MEMORIAL'S NEW CHILLER SAVES
15% ON COOLING, WHILE KEEPING THEIR DOCTORS'
STETHOSCOPES NICE AND COLD.



After over a decade on the job, Sarasota

Memorial Hospital found

their existing chiller just wasn't keeping things as cool as it used to. So Florida Power & Light was called in. To perform a chillerectomy. The hospital installed a new, high-efficiency, water-cooled system – a system that manages to keep temperatures lower, while using 15% less electricity. But don't take our word for it. Take the word of bare-skinned, Sarasota Memorial patients, who say,

-AEEEEEEEEEEEEEEEEEEOMi.

To find out what FPL can do for you, call 1-800-FPL-5566 and ask for a free Business Energy Evaluation.

THE POWER TO IMPROVE YOUR BUSINESS**



www.fpl.com

an FPL Group company

Docket No. 990002-EG Exhibit No. _____ FLorida Power & Light Co. (LMB-1) Appendix A Page 2-B

Sarasota Memorial Hospital

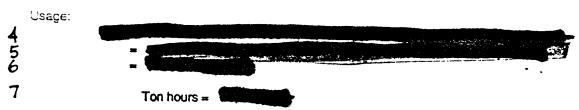
Average summer A/C load = 3422 tons (183 days) Average winter A/C load = 1500 tons (182 days)

Prior to change-out:

Summer:

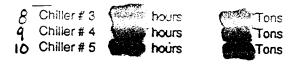
183 X 24 = 4,392 Hours





Winter:

182 X 24 = 4,368 Hours







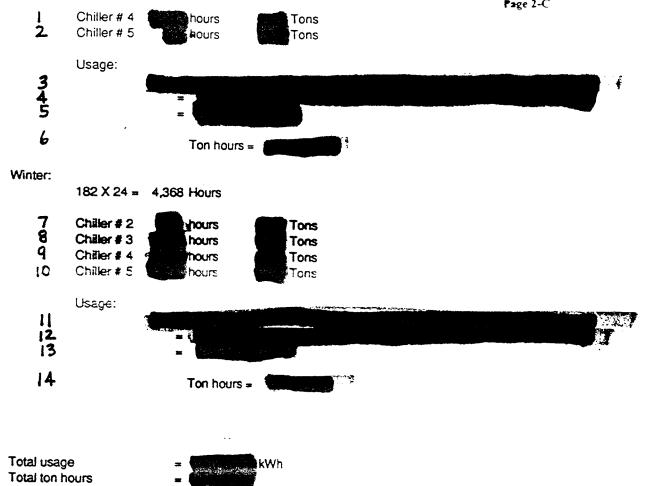
After chiller #4 change-out:

Summer:

183 X 24 = 4,392 Hours

18 Chiller # 2 hours Tons
19 Chiller # 3 hours Tons

Docket No. 990002-EG Exhibit No. __ FLorida Power & Light Co. (LMB-1) Appendix A Page 2-C



15 16

Average kW/ton 17

18 Energy reduction

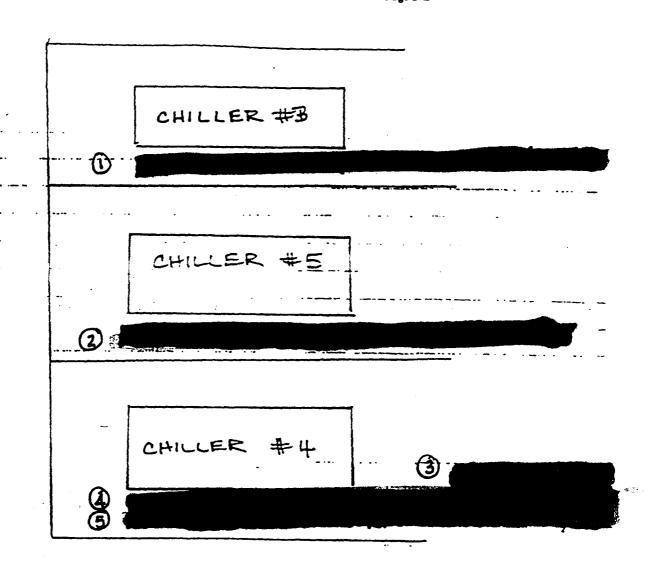
Docket No. 990002-EG
Exhibit No. ____
FLorida Power & Light Co.
(LMB-1)
Appendix A
Page 2-D

DATE: 9/30/92

FPL CHILLER TEST REPORT

CUSTOMER NAME: SALASOLS HEROTISI Hospital - Central Energy Center ADDRESS: IEST INSTRUMENT DATA: INSTRUMENT TYPE CAUBRATION DATE Flowmeter Appet 135/60'guag 8/17/92 2/17/92 Thermometer 40° - 300° 8/17/92 2/17/92 Anmeler Carrier Griller 8/1/92 2/17/92 Wattmeter Carrier Griller 8/1/92 2/17/92 Wattmeter Carrier Griller 8/1/92 2/17/92 Wattmeter RAA RA		CUSTOMER NAME	: ,			
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20 CALCULATED EFFICIENCY: KW = (V A * 1.73 * PF') / 1000	20 .(CALCULATED EFFICE	ENICY	- (V - A - 1.73 - PF	7) / 1000	
		TIM				KW/Ton
21 TEST CONDUCTED THE (measured KW / calculated tonnage)	21	FRT CONDUCTES -	<u></u>	noiro (MX Deinspe	lated tonne	ge)
22 TOTALOUSTED BY:	22		Y			
UP;					DATE:	9/30/92
	•-	CITICIENT CORRECT	TEX:			
24 OF:	7.7	OF:		-	DATE:	0/5/02
	··					r per 1797

Docket No. 990002-EG Exhibit No. ____ FLorida Power & Light Co. (LMB-1) Appendix A Page 2-E



Docket No. 990002-EG
Exhibit No. _____
FLorida Power & Light Co.
(LMB-1)
Appendix A
Page 3-A

MOTOROLA IS SAVING \$225,000 THIS YEAR. HERE'S HOW TO FOLLOW IN THEIR FOOTSTEPS.

One of the quickest and

easiest ways to dramatically
reduce overhead is directly
over head.

It worked for Motorola. Their 600,000 squarefoot Plantation facility is saving almost a quarter of a million dollars annually, thanks to Facility

Manager Chuck Cobb, who got Florida Power & Light's business energy experts involved.

the beginning of the savings for Motorola. FPL consulted with them on power issues and conducted energy audits which led to additional savings opportunities.

These energy-wise improvements are paying for themselves through reduced electric bills and FPL incentives. Similar improvements could pay off for you. Because we know lots of ways to save big companies big money. To find out more about our lighting program or other business energy services, just give us a call at 1-800-FPL-5566.

THE POWER TO IMPROVE YOUR BUSINESS SM

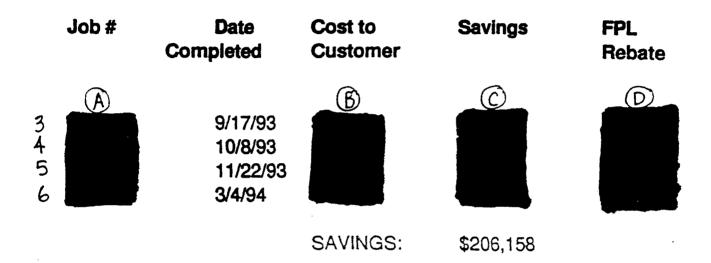


an FPL Group company

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Motorola

The Motorola lighting retrofit covered separate lighting projects. A summary of the spiobs is included below:



These savings are only attributable to the lighting retrofit and do not account for additional savings that the customer receives through the reduction of HVAC usage.

See Pages 3-C through 3-F for details.

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Exhibit No. ____
FLorida Power & Light Co.
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Appendix A
Page 3-F

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beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

TV COPY

CLIENT: TITLE:

FPL

El Dorado Furniture - Savings

PRODUCT: C/I TV

BOB:

Hi. I'm Bob from FPL - we're here with Pedro Capo at El Dorado

AS RECORDED

Furniture Boulevard.

PEDRO:

Hi Bob.

BOB:

What are your main concerns with energy issues?

PEDRO:

Being such a big store-we have 60,000 square feet of showroomefficiency was definitely one of the key issues here. We actually have done some retrofitting with the lighting system in all of our stores, and FPL came in and gave all they had to offer as far as savings is

concerned. In this particular building, I can tell you because of the efficiency of the A/C units we have about \$1200 of savings a month.

ANNCR:

Call (1-800-FPL-5566) for a free business energy evaluation.

BOB:

Any other benefits?

PEDRO:

Yeah, you get to be in a commercial.

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beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

RADIO COPY

CLIENT:

FPL

TITLE: El Dorado Furniture - Savings

PRODUCT: C/I Radio

BOB:

Hi, I'm Bob from FPL - we're here with Pedro Capo at El Dorado

AS RECORDED

Furniture Boulevard.

PEDRO:

Hi Bob, how are you?

BOB:

Good, what are your main concerns with energy issues?

PEDRO:

Well, actually efficiency, being such a big store, in such a big place-we have 60,000 square feet of showroom- and it's twenty-seven feet high. We have a lot of lighting. The lighting has to be perfect for the right mood for the right piece of furniture. If you don't have it right your not going to sell it. a lot of money. We actually have done some retrofitting with the lighting system in all of our stores, and it has given us excellent

savings.

BOB:

Wow.

PEDRO:

A lot of money. In this particular building, I can tell you, we have put a super-high efficiency A/C unit. Because of the efficiency of the A/C units

we have about \$1200 of savings a month.

ANNCR:

FPL is helping businesses save big money. To find out how, call (1-800-

FPL-5566) for a free business energy evaluation.

BOB:

Any other benefits that you see since you've been at FPL?

PEDRO:

Yeah, you get to be in a commercial.

BOB:

Oh, that's good.

PEDRO:

Call for your free business energy evaluation. 1-800-FPL-5566.

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beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

TV COPY

CLIENT:

FPL

TITLE:

El Dorado Furniture - Savings

PRODUCT: C/I TV

ECE:

Hi, I'm Bod from FFL - we're here with Fedro Capo at El Dorado

AS RECORDED

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PEDRO:

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beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

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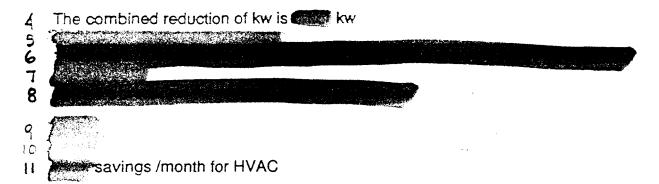
El Dorado Furniture Ad

Savings are based on the combined effects of HVAC and lighting retrofits.

HVAC

2 approximate monthly kwh is to about the combined kw reduction was the The approximate monthly kwh is to about the This was calculated by:

Calculation:



T8 Lighting

Calculation:



Savings come from:

- (excluding ballast factor) with factor savings is greater.
- 18 New operating lighting cost is
- 19 Total savings is

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HID Lighting

End result =

Savings:

T8 change-out
HID lighting
HVAC

Total Combined Savings \$2,589.10 per month

Although the savings worked out to be more than \$2,500 a month, the customer felt comfortable in quoting a \$1,200 per month savings.

Docket No. 990002-EG Exhibit No. ______ FLorida Power & Light Co. (LMB-1) Appendix A Free 5-A

beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

TV COPY

CLIENT:

FPL

TITLE: Augustan Wine - Savings

PRODUCT: C/ITV

EGE.

Hi, I'm Bob from FFL- we're here with Proal Perry at Augustan Wine

AS RECORDED

imports.

PROAL:

Hi Bob.

BOB:

What were some of the changes you made when you moved here to this

warehouse?

PROAL:

Well, the greatest enemy to wine is heat. So I contacted FPL to do an

energy evaluation. The major change was to insulate the ceiling here. The incentive they offered lowered our cost in doing the insulation job.

BOB:

What kind of savings are we looking at?

PROAL:

We estimated that the savings would be in the 15-20% range.

BOB:

Has it worked out that way?

PROAL:

It sure has.

ANNCR:

Call (1-800-FPL-5566) for a free business energy evaluation.

BOB:

Life is a cabernet, ol' chum.

Docket No. 990002-EG Exhibit No. ______ FLorida Power & Light Co. (LMB-1) Appendix A Page 5-B

beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

RADIO COPY

CLIENT: TITLE: **FPL**

Augustan Wine - Savings

PRODUCT: C/I Radio

BOE:

Hi, I'm Bob from FPL- we're here with Proai Perry at Augustan Wine

AS RECORDED

Imports.

PROAL:

Hi Bob.

BOB:

What were some of the changes you made when you moved here to this

warehouse?

PROAL:

Well, the greatest enemy to wine is heat, and it's shelf life is greatly extended if it's maintained at a proper temperature. When we moved into the warehouse, I knew I wanted to take measures to insulate it properly. So I contacted FPL to do an energy evaluation. The

representative from FPL made recommendations, and the major change was to insulate the ceiling here. They offered a rebate which lowered

our cost in doing the insulation job.

BOB:

What kind of savings are we looking at on your cooling costs?

PROAL:

We estimated that the savings would be in the 15-20% range.

BOB:

Has it worked out that way?

PROAL:

It sure has. And we've been very pleased with the savings.

ANNCR:

FPL is saving small businesses big money. To find out how, call (1-800-

FPL-5566) for a free business energy evaluation.

BOB:

Well, the wine's not sitting here for long.

PROAL:

No, hopefully not.

BOB:

Life is a cabernet, ol' chum.

ANNCR:

Call for your free business energy evaluation. 1-800-FPL-5566.

Augustan Wine Imports Inc.

FPL estimated the annual energy cost savings derived from this installation to be see Page 5-D).

At that time, the customer expected this to represent 15 to 20% of his annual energy bill.

At the time of the insulation installation the customer was new to this location, so only two months of billing history was available.

Commercial / Industrial Building Envelope Program

Roof / Celling Insulation Worksheet (For Qualifying Roof / Celling Area Only)

Prepared For	
Prepared By	Account Number
Proposed Insulation Type: (Circle One) Roof (Rigid Board or Slabs) / Ceiling (Blown-In Batts) or Spra	Installation Cost (\$/ Sq. Foot)
Added R-Value 30 Final Roof System R-Value	~
Area Description ALL	
Energy Charge NA Demand Charge NA era	Guelifying Area (Sq. Foot) 3 Incentive (SSq. Foot) 0.15 4
Qualitying Roof / Colling Area Savings Factor	
	Billing Charges
1000	1 .:
(Tatala Orac, Kouh)	C
Summer Kwd = / 1000 *	
(Table One, Surprer Keet)	7 : \$ NA
Barretan	G
1 1000	- L EL NA
(Table One, Wieser Kind)	D K
Total Annual Energy Cost Savings = \$ 1= (F	6 +G+H)
tratalisticn Total	
to continue to continue to the	Sevenos
Simple Payback =	= Wears 7
E - B	
Table One	
Average Savings Facto	xs .
Roof Insulation Add R-7.0 or Greater 1141	
Roof Insulation Add R-120 as Communication	
CANNO INSURGION AND CASE OF COMME	
Ceiling Insulation Add R-19.0 or Greater 1538	
	0.207

Note: KW and IdVh savings amounts stated above are estimated only. Actual demand, energy and electric cost savings may vary.

All incentive amounts will be finalized on the actual installed products and will not be confirmed until post-approved.

Savings assintates are for a Typical outstorner.

Docket No. 990002-EG Exhibit No. ______ FLorida Power & Light Co. (LMB-1) Appendix A Page 6-A

beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305,856,9800 f 305,854-7686

RADIO COPY

CLIENT:

FPL

TITLE:

Salon 2000 - Savings

PRODUCT: C/I Radio

BOB:

Hi, I'm Bob from FPL-here with Lvnn Proper at Salon 2000. How are

AS RECORDED

you, Lynn?

LYNN

How are you, Bob.

BOB:

What are some of the challenges you faced here opening your own

business?

LYNN:

The cooling of the salon. The salon was very hot-I called FPL and I

asked them if they'd come out and take a look at the Salon.

BOB:

What did FPL suggest?

LYNN:

They said that the lights had to be changed. They were drawing 75 watts of electric a piece. It was creating such a oven effect in here.

BOB:

So how did it turn out? Were they telling the truth, or what?

LYNN:

They were telling the truth. The lights that FPL suggested I use had given me better light and more light. It's actually made the salon brighter. As soon as you went in and turned on the lights you could see that the

shop remained cool.

LYNN:

Monthly I save 20% on my cooling costs - Yearly I save \$775 dollars.

Just on the lighting.

ANNCR:

FPL is saving small businesses big money. To find out how, call (1-800-

FPL-5566) for a free business energy evaluation.

BOB:

I don't have a very famous face, but my hand is on camera a lot.

LYNN:

You need a manicure.

BOB:

1 do?

ANNCR:

Call for your free business energy evaluation. 1-800-FPL-5566

Docket No. 990002-EG Exhibit No. ______ FLorida Power & Light Co. (LMB-1) Appendix A Page 6-B

beber/silverstein & partners

3361 s.w. third ave. miami, fl 33145 p 305.856.9800 f 305.854-7686

TV COPY

CLIENT: F

FPL

Salon 2000 - Savings

PRODUCT: C/ITV

BOB:

TITLE:

Hi, I'm Bob from FPL-here with Lynn Proper at Salon 2000.

LYNN:

Hi Bob.

BOB:

What are some of the challenges you faced here opening your own

AS RECORDED

business?

LYNN:

The cooling of the salon. The salon was very hot-I called FPL and I

asked them if they'd come out and take a look at the Salon.

EOE:

What did FPL suggest?

LYNN:

They said that the lights had to be changed.

BOB:

What kind of results did you see?

LYNN:

Monthly I save 20% on my cooling costs - Yearly I save \$775 dollars.

ANNCR:

Call (1-800-FPL-5566) for a free business energy evaluation.

BOB:

I don't have a very famous face, but my hand is on camera a lot.

LYNN:

You need a manicure.

EOE:

1 do?

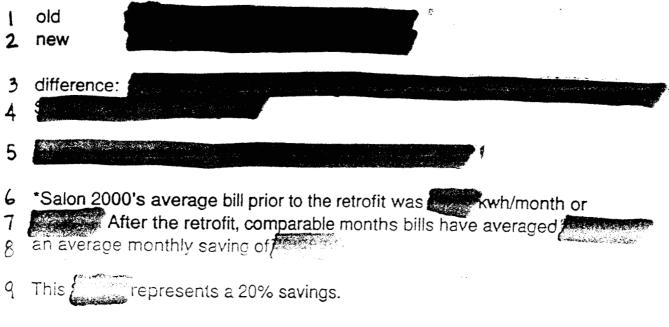
LYNN:

Yes, you do.

Docket No. 990002-EG : Exhibit No. _____ Florida Power & Light Co. (LMB-1) Appendix A Page 6-C

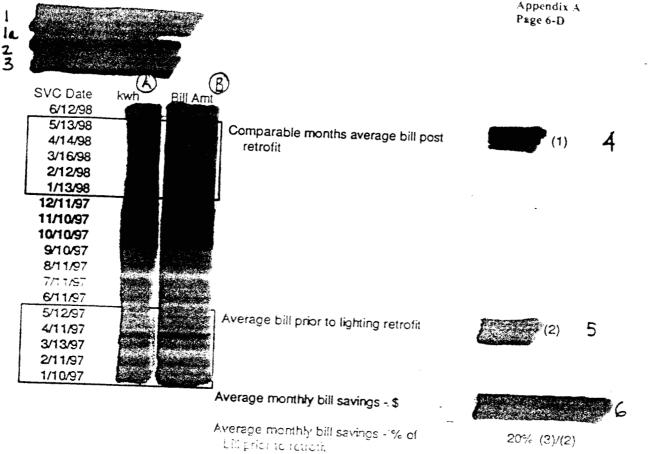
Salon 2000

The lighting retrofit savings for Salon 2000 was calculated as follows:



* See Page 6-D.

Docket No. 990002-EG Exhibit No. ______ Florida Power & Light Co. (LMB-1) Appendix A Page 6-D



beber/silverstein & partners

RADIO COPY

CLIENT:

FPL

JOB NO.:

HOME-M800

TITLE:

:60 BUILDSMART RADIO

DRIVER:

[In background, over intercom]. Welcome ladies and

gentlemen to the Homes On Parade tour. If everyone would

have a seat, we'll be on our way.

SFX:

[Air brakes. Bus pulling away.]

WIFE:

Well, here we are. I hear some of these homes are really

incredible.

HUSBAND:

And REALLY expensive. I bet we couldn't even pay the

property tax on some of these places.

WIFE:

I know. Just let me fantasize for awhile then we can get

back to House Hunting 101 tomorrow.

DRIVER:

To the right is the Cash's mansion. 32 rooms, a full scale

restaurant kitchen and an indoor driving range.

WIFE:

Nice.

DRIVER:

To your left is the Cartyle estate. 20 tons of marble,

imported Spanish tile and an air-conditioned dog kennel.

HUSBAND:

Wowl

DRIVER:

Their summer home. And off to your right is an FPL

BuildSmart home. Energy efficient measures incorporated into the design. Savings of up to 30 percent on monthly air

conditioning and water heating costs.

HUSBAND:

Honey, look here. It says in the tour guide that we could even qualify for a more attractive mortgage if we choose a BuildSmart home because of their energy efficiency. All we

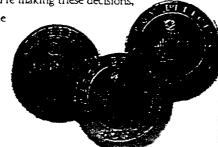
have to do is call 1-800-DIAL-FPL for a free BuildSmart

Resource Kit.

Decisions. Decisions. Decisions.

You've made the most important one – to buy a new home. Now... what color will you make the roof; do you want tile, carpet or both; what about the kitchen cabinets? While you're making these decisions,

it's also the best time to build energy efficiency into your home. FPL can help... with BuildSmart.



BeddSman savinos

construction. FPL program for energy-efficient home construction. FPL irrspects and rates the efficiency of homes based on the State of Florida Energy Performance Index (EPI), awarding BuildSmart gold, silver and bronze certifications to homes that are progressively more energy-efficient than the state required EPI rating of 100. The lower the EPI, the less energy your home will use. The improved rating can be achieved through a variety of a home's components, such as HVAC system, insulation, windows, water heating and more.

SpuildSeart Level	EPI rating	Monthly of energy savings'
\$ 6010	70 or below	30%
.Zilver	60-71	50%
Bronze	13-07	10%

Estimated sovings based on air conditioning, heating and water heating energy costs over a home built to meet the state-required efficiency code. Actual savings will vary based on the quality of materials used, number of people in the home, lifestyle, house location and weather fluctuations.

Docket No. 990002-EG Exhibit No. _____ Florida Power & Light Co. (LMB-1) Appendix A Page 7-B

ATTACHMENT C

Attachment C

Line by Line Confidentiality Justification of Confidential Information in Appendix A to Exhibit LMB-1 Docket No. 990002-EU

PAGE CONF. LINE NO.

DESCRIPTION NO. Y/N / COL. NO. JUSTIFICATION

St. Lucie Schools	1A	N_		
	1B	Y	Cols. A and B, lines 1-4	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. Disclosure would violate the customer's right to privacy. Customer data when FPL does not disclose and which is confidential includes the amount of the customer's and meter numbers: the rates under which the customers take service; the customers' billing determinants; and the customers' addresses and telephone numbers.
	1C-1D	Y	Lines 1-6; cols. A-H, lines 7-19	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. Disclosure would violate the customer's right to privacy. Customer data which FPL does not disclose and which is confidential includes: the amount of the customers' bills; the customers' account numbers and meter numbers; the rates under which the customers take service; the customers' billing determinants; and the customers' addresses and telephone numbers.
	1E-1H	Y	Lines 1-5; Cols. A-H, lines 6-18	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. Disclosure would violate the customer's right to privacy. Customer data which FPL does not disclose and which is confidential includes: the amount of the customers' bills; the customers' account numbers and meter numbers: the rates under which the customers take service; the customers' billing determinants; and the customers' addresses and telephone numbers.
	1I-1J	Y	Lines 1-6; cols. A-H, lines 7-19	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. Disclosure

				would violate the customer's right to privacy. Customer data which FPL does not disclose and which is confidential includes: the amount of the customers' bills; the customers' account numbers and meter numbers; the rates under which the customers take service; the customers' billing determinants; and the customers' addresses and telephone numbers.
Sarasota Memorial	2A	N		
	2B	Y	Lines 1-19	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. The confidential information on this sheet includes operating nours of equipment, the size of a confidential information on this sheet includes operating nours of equipment, the size of a confidential information of the customer is competitive interests; therefore, it is protected by Section 366.093(3)(e), Florida Statutes. This information may also constitute trade secrets
				of the customer; therefore, it may also be protected by Section 366.093(3)(a), Florida Statutes.
	2C	Y	Lines 1-18	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. The confidential information on this sheet includes operating hours of equipment, the size of equipment, the efficiency of equipment, and the ultimate kW demand of and kWh usage to power the equipment. This information relates to the customer's competitive interests; therefore, it is protected by Section 366.093(3)(e), Florida Statutes. This information may also constitute trade secrets of the customer; therefore, it may also be protected by Section 366.093(3)(a), Florida Statutes.
	2D	Y	Line 1; col.A. lines 2-6; col. B, lines 7-15; cols. C and D lines 16-19; lines 20-24	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. FPL does not disclose customer addresses (line 1). FPL does not disclose the results of Chiller Test Reports, as this information, if disclosed, has the potential to injure the competitive interests of FPL's customers. FPL also does not disclose the name of the contractor or

				person conducting the Chiller Test Report, as disclosure may provide a competitor of the Customer a lead to try to track down confidential information about the customer. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes.
	2E	Y	Lines 1-5	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. The specific information in question is a list of chiller efficiencies which, if disclosed, will provide sensitive competitive information to the customers competitors about the customers costs of operation. This information is proprietal indefined as information is proprietal indefined as information. Section associations, Florica Statutes.
<u> Matercia</u>	: 3,A.	IN		
	3B	Y	Lines 1 and 2; cols. A-D, lines 3-6	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. Disclosure of the number of lighting projects would provide competitive information about the scope of the retrofit effort. Disclosure of Job numbers may provide information which a competitor could use to solicit from FPL the additional confidential information about customer costs, savings and rebates (A competitor armed with that number could use it to contact FPL to solicit the job information.) The cost to the customer, savings and FPL rebates are all sensitive competitive information, the disclosure of which would provide a competitor with information which it could use to compete more effectively with the customer.
	3C	Y	Lines 1-15	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. Disclosure of the job number would provide information which a competitor could use to solicit additional information about the job from FPL. Disclosure of the customer account number

information is proprietary confiden		1	1	1	
confidential and not to disclose.					
information which FPL has a policy					
Esch data entry is customer specification	6Z-1 s	riue		3E	
interests	00 4 9	- 1			
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which would harm the customer's					
competitive information, the disclos					
provided - are all items of sensitive					
incentive /kw reduction and the inc					
cost of the system, annual savings					
Annual operating hours, annual KM					
codes, numbers of fixtures, kW pe		•			
l - fitoriation regarding the refrofit		-			
sensitive to the customer. Disclosi		ļ			
a lead for a competitor to solicit infe		ì			
sensitive in that their disclosure wo					
which performed work for the custo					
sqqtess suq vendor number of the					
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information about the customer. F					
could use to solicit from FPL comp					
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1997 month dot and those remaining		!			
competitor could use to solicit sadi		;			
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Florida Statutes. Disclosure of the			ŀ		
590.386 notions affiling Section 366.093					
information is proprietary confident					
Confidential and not to disclose.					
information which FPL has a policy		į			
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customer is business interests.		1			
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es eue - dedinad eviluedu; eut dus					
sunusi savings, the incentive /kw re					
suunal KWh savings, cost of the sy		Ì			
kW per fixture, annual operating ho					
retrofit - lighting codes, numbers of					
Disclosure of the information regard					
intormation sensitive to the custom					
provide a lead for a competitor to s		1			
sensitive in that there disclosure we					
which performed work for the custo					
address and vendor number of the					
not disclose customer addresses.					
information about the customer. FI					
could use to solicit from FPL comp					
would provide a competitor with infe					

			information within Section 366.093(3)(e), Florida Statutes. Disclosure of the job number would provide information which a competitor could use to solicit additional information about the job from FPL. Disclosure of the customer account number would provide a competitor with information it could use to solicit from FPL competitive information about the customer. FPL does not disclose customer addresses. The name address and vendor number of the contractor which performed work for the customer are sensitive in that there disclosure would
			provide a lead for a competitor to solicit information sensitive to the customer. Discourse of the information reparding the retrottoments addes numbers of latered kW per fixture, annual operating hours, annual kWh savings, cost of the system, annual savings, the incentive /kw reduction and the incentive provided - are all items of sensitive competitive information, the disclosure of which would harm the customer's business interests.
3F	Y	Lines 1-29	Each data entry is customer specific information which FPL has a policy to freat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. Disclosure of the job number would provide information which a competitor could use to solicit additional information about the job from FPL. Disclosure of the customer account number would provide a competitor with information it could use to solicit from FPL competitive information about the customer. FPL does not disclose customer addresses. The name address and vendor number of the contractor which performed work for the customer are sensitive in that there disclosure would provide a lead for a competitor to solicit information sensitive to the customer. Disclosure of the information regarding the retrofit - lighting codes, numbers of fixtures, kW per fixture, annual operating hours, annual kWh savings, cost of the system, annual savings, the incentive /kw reduction and the incentive provided - are all items of sensitive competitive information, the

				disclosure of which would harm the customer's business interests
El Dorado Furniture	4A	N		
	4B	N		
	4C	Y	Lines 1-19	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. All the information identified as confidential is information related to the nature and extent of the retrofit projects the customer undertook and the resulting savings the customer experienced. Disclosure of this information would be the disclosure of
				competitive interests.
	4D	```	Lines 1-6	Each cata entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e). Florica Statutes. All the information identified as confidential is information related to the nature and extent of the retrofit projects the customer undertook and the resulting savings the customer experienced. Disclosure of this information would be the disclosure of sensitive competitive information which would harm the customer's business and competitive interests.
Augustan Wine	5A	N		
	15B	IN		
	5C	Z	Line 1	The data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. The savings experienced by the customer is competitive information, the disclosure of which would injure the customer's business interests.
	5D	Y	Lines 1-7	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. FPL does not disclose

				customer account numbers, and a competitor could use such information to solicit from FPL more detailed information about the customer. Installation costs and square footage are competitive information the disclosure of which would injure the customer's business interests. The remainder of the information shows the calculation of the savings and payback to the customer, the disclosure of which would injure the customer's business interests. The disclosure of the rate under which the customer takes service would also injure the customer's business interests.
0	6,4			costonier s bosiness interests.
	95	•. •		
		V	Lines 1-9	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. The confidential information is the calculation of the savings experienced by the customer, which includes such sensitive competitive information such as the number of light fixtures, the efficiencies of fixtures, the KVV and KVVH consumption of the fixtures and the resulting costs of the old and new fixtures. All this information would be valuable to a competitor of the customer and its disclosure would harm the customer's business interests.
	6D	\\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\	Lines 1-6; cols. A and	Each data entry is customer specific information which FPL has a policy to treat as confidential and not to disclose. This information is proprietary confidential information within Section 366.093(3)(e), Florida Statutes. The name, address, customer number and meter number of each customer are customer specific information the disclosure of which would violate the customer's privacy. The disclosure of billing determinants and the resulting bill amounts, whether by month or on average, is competitive information the disclosure of which would harm the customer's business intercests.
60 Buildsmart	7A	INI		interests.
oo Dunasiliait	7B	N		
	/ D	· N	<u>i</u> .	

ATTACHMENT D

Attachment D

AFFIDAVIT OF DENNIS BRANDT

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Energy Conservation Cost Recovery Clause)))		DOCKET NO. 990002-EG
, .	,		
STATE OF FLORIDA)	AFFIDAVIT OF DENNIS BRANDT
COUNTY OF MIAMI DADE)	

BEFORE ME, the undersigned authority, personally appeared Dennis Brandt who, being first duly sworn, deposes and says:

My name is Dennis Brandt. I am currently employed by Florida Power & Light

Company in the position of Manager of Sales and Marketing Product Support. I am a resident of
the State of Florida, am over eighteen (18) years and make this affidavit based upon my personal
knowledge.

Florida Power & Light Company has a corporate policy not to disclose customer specific information. This policy includes, but is not limited to: customer names, addresses, telephone numbers, account numbers, meter numbers, rates, billing determinants (kW and kWh usage), bills, conservation retrofit information, conservation savings in kW, kWh and bills, chiller efficiency reports, costs of equipment retrofits, incentives paid, operating hours, lighting codes for fixtures installed or remover by customers, the kW per fixture of installed or removed fixtures,

operating hours of equipment, the payback of conservation installations, and the identity of contractors performing customer specific installations. FPL treats such information as confidential and does not disclose it, except as required by law, to entities or persons other than the customer without the permission of the customer. FPL's policy is premised upon customers' right to privacy and the potential that the disclosure of customer specific information may harm some customers' competitive interests or disclose their trade secrets.

Dennis Brandt

Before me the under signed authority personally appeared, on this day the 14th day of May 1999, Dennis Brandit, who is personally known to me.

Notary Public, State of Florida

Print Name of Noton

Print Name of Notary

Maura Hernandez MY COMMISCHOM # 00528988 EXPIRES May 25, 2000 BONDED THRU TROY FAIN INSURANCE, INC.

Commission Number

My Commission Expires: