

ORIGINAL

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

PREPARED DIRECT TESTIMONY

OF

LAWRENCE W. RODRIGUEZ

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

Q. Please state your name, address, occupation and employer.

A. My name is Larry Rodriguez. My business address is 702 North Franklin Street, Tampa, Florida 33602. I am an Account Manager in the Marketing and Sales Department of Tampa Electric Company ("Tampa Electric" or "the company").

Q. Please provide a brief outline of your business experience and educational background.

A. I earned a Bachelor of Science Degree in Electrical Engineering in 1970 and a Masters in Business Administration in 1972, both from the University of Florida. I am a Registered Professional Engineer in the State of Florida, a Registered Electrical Contractor in Hillsborough County, Florida, and a Certified Energy Manager in the State of Florida.

I have been employed by Tampa Electric for the past 25

07873 JUN 28 8

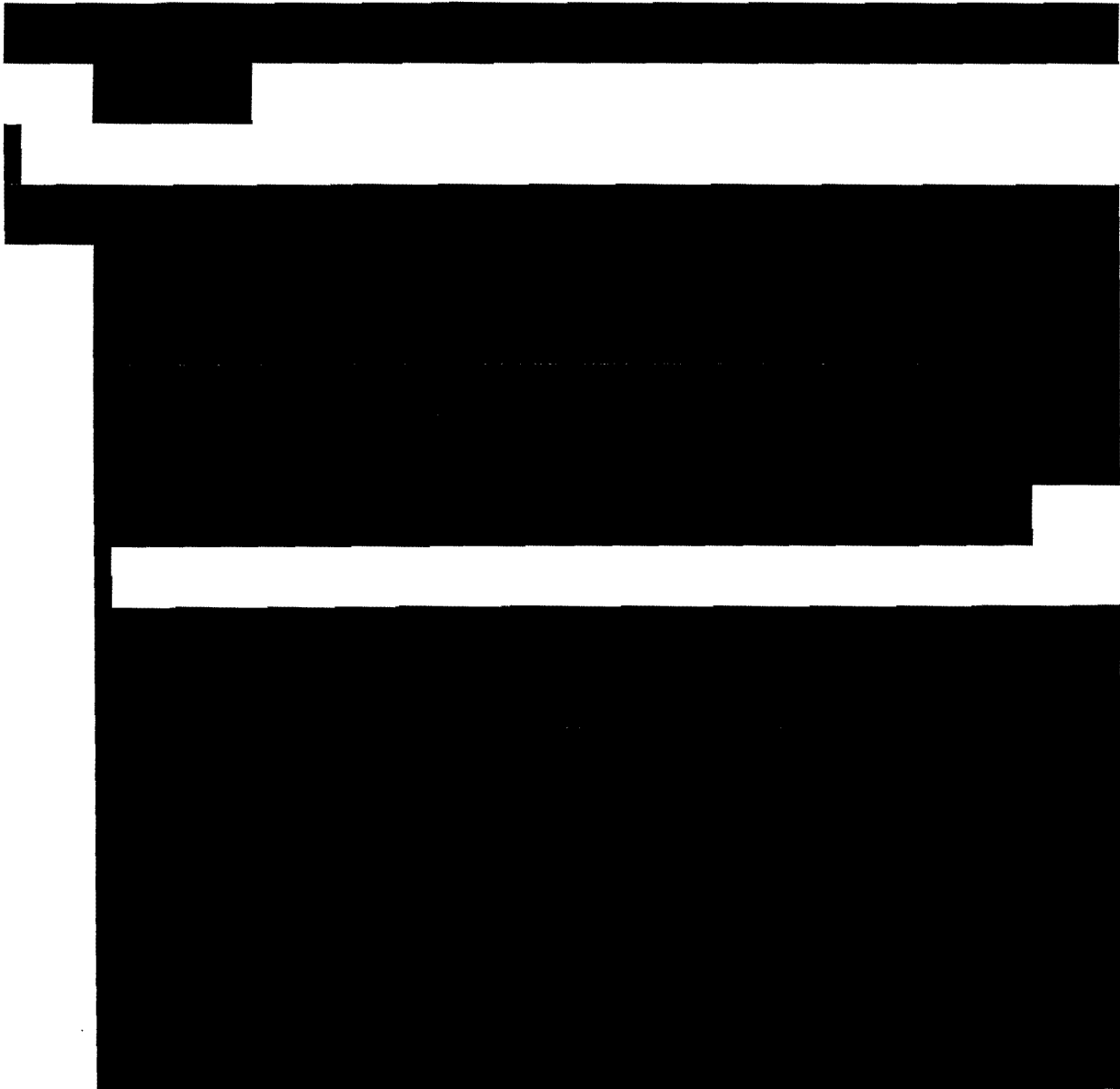
1 years. During that time, I have worked in various
2 departments within the company including Power Plant
3 Engineering, Transmission and Distribution Design,
4 Planning & Operations, Large Project Management, and
5 Account Services. In my current position as an Account
6 Manager in the company's Marketing and Sales Department,
7 I am responsible for managing a number of large corporate
8 accounts. My charge is to be familiar with the business
9 operations of my assigned accounts as well as the
10 industries within which they operate so that I can work
11 closely with customers to ensure that their energy needs
12 are met efficiently and effectively. In my role as
13 Account Manager, I provide customers with input on a wide
14 range of energy matters including alternative fuels,
15 generation technologies, rate evaluations, billing
16 inquiries, conservation, energy management, future growth
17 and competitive programs and services

18
19 Q. What is the purpose of your testimony in this proceeding?

20
21 A. The purpose of my testimony is to demonstrate that Tampa
22 Electric had commenced negotiations with Allied
23 Universal/Chemical Formulators, Inc. ("Allied/CFI") for
24 service under Tampa Electric's Commercial/Industrial
25 Service Rider ("CISR") tariff in a fair, reasonable and

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

unbiased manner and in accordance with the CISR tariff. I will demonstrate that, as the Account Manager directly responsible for CISR tariff negotiations with Allied/CFI, I scrupulously followed the company's guidelines for CISR negotiations, as described in the direct testimony of Tampa Electric witness Victoria Westra.



1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

[Redacted text block 1]

[Redacted text block 2]

[Redacted text block 3]

[Redacted text block 4]

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

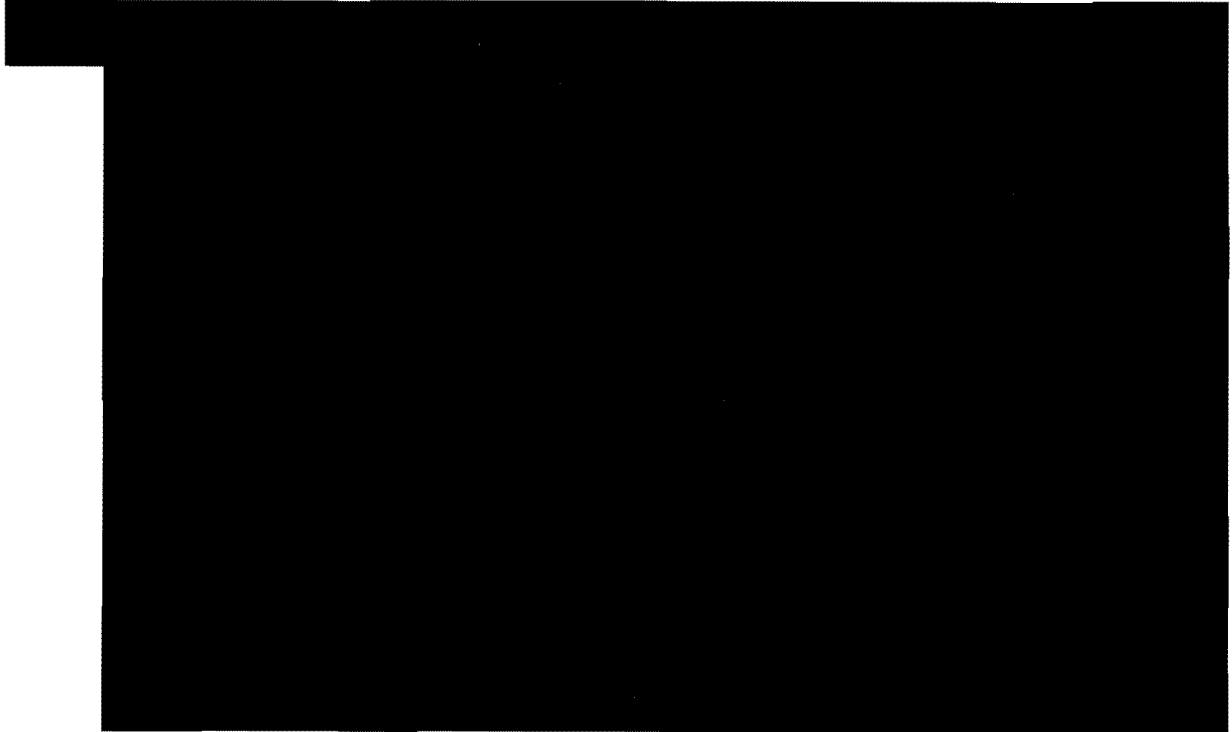
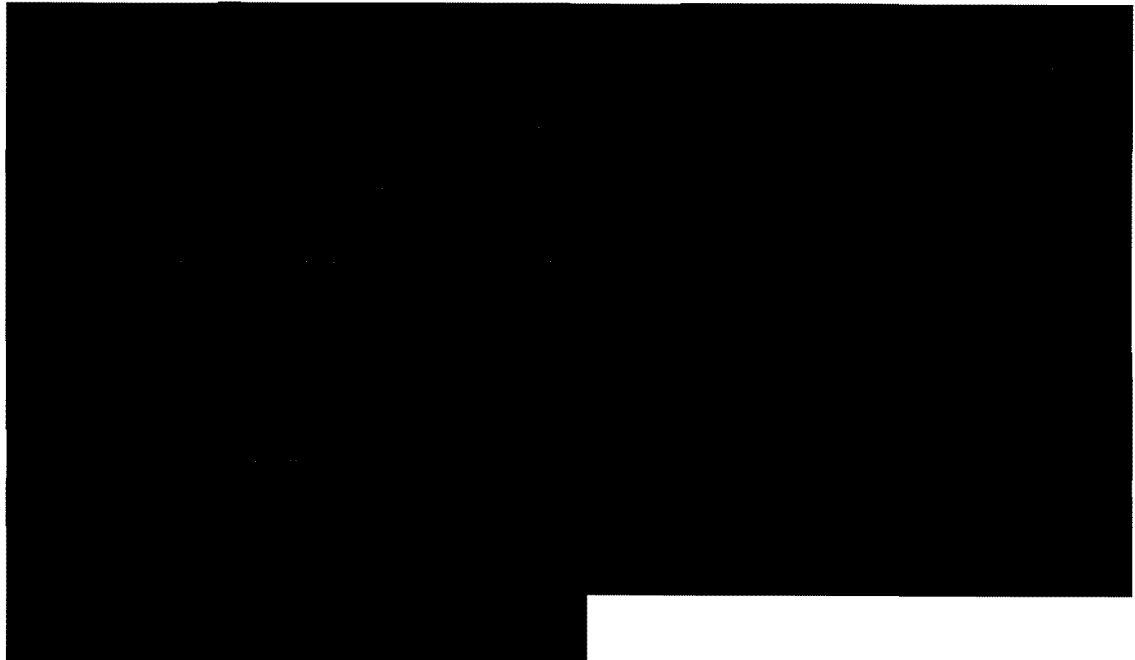
[Redacted text block]

[Redacted text block]

[Redacted text block]

[Redacted text block]

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24



1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

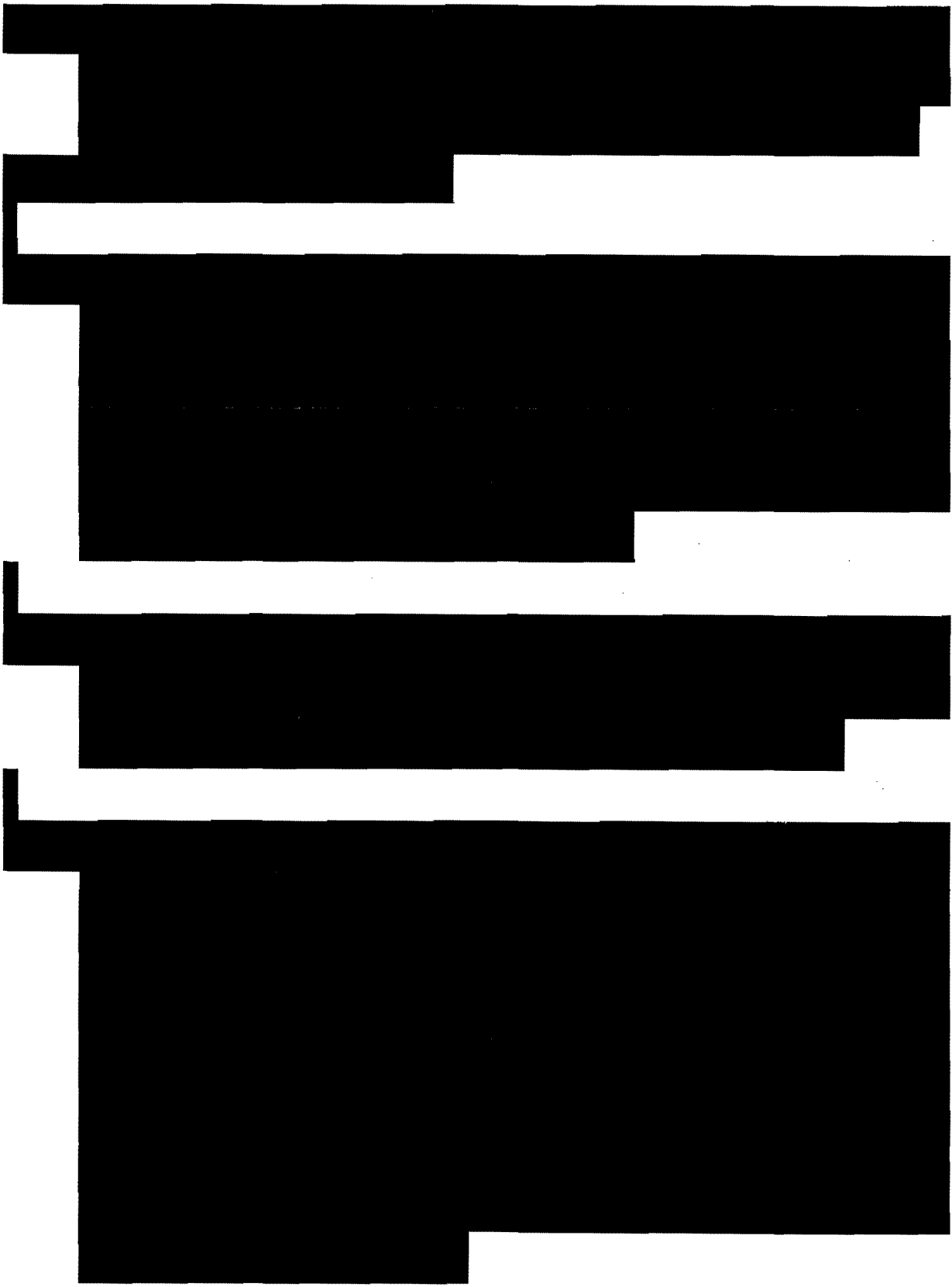
[Redacted]

[Redacted]

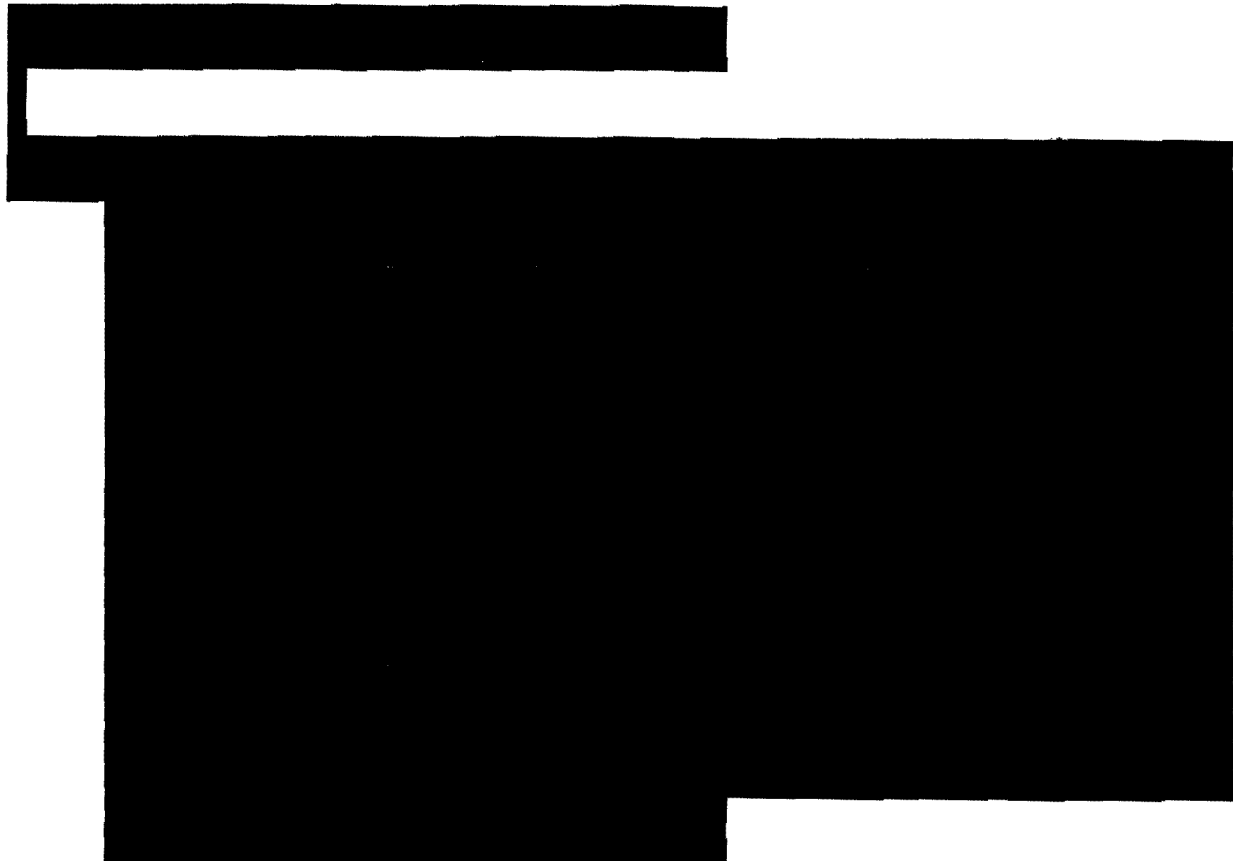
[Redacted]

[Redacted]

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25



1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25



Q. Does this conclude your testimony?

A. Yes it does.