

LAW OFFICES
MESSER, CAPARELLO, METZ, MAIDA & SELF
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215 SOUTH MONROE STREET, SUITE 701
POST OFFICE BOX 1876
TALLAHASSEE, FLORIDA 32302-1876
TELEPHONE (904) 222-0770
TELECOPIERS (904) 224-4359 (904) 425-1947

January 17, 1997

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BY HAND DELIVERY

Ms. Blanca Bayo, Director
Division of Records and Reporting
Room 110, Easley Building
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

Re: Docket No. **970002-EG**; West Florida Natural Gas Company

Dear Ms. Bayo:

Enclosed for filing on behalf of West Florida Natural Gas Company in connection with the hearings to begin February 19, 1997 in this docket 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; - 00629-97 - 01/17/97

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2. Direct Testimony of William B. Gray, Tom Goodwin and Ron Sott; and
3. Schedules C-1, C-2, C-3, and C-5. 00631-97 00632-97 00630-97

Please indicate receipt of this document by stamping the enclosed extra copy of this letter.

Thank you for your assistance in this matter.

Sincerely,

RECEIVED & FILED

18
EPSC BUREAU OF RECORDS

Norman H. Horton, Jr.
Norman H. Horton, Jr.

cc: William B. Gray
Tom Goodwin
Ron Sott
Jeff Householder
Parties of Record

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BEFORE THE
FLORIDA PUBLIC SERVICE COMMISSION
DOCKET NO. 970002-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 marketing responsibility of
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 William B. Gray

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 in both divisions
which are ongoing during this period. The projections for our

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1 replacement and ESP programs were developed based on
2 actual data in previous periods plus projections
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 extended-purchase program
7 Commercial appliance replacement was projected using past
8 experience with our commercial water heater extended-
9 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 program for which we have little
13 historical information or experience from which to draw however, the
14 program is being accepted well in our Ocala division, especially with
15 the development of the York Triathlon gas heating/air conditioning system

16 Q. Does this complete your testimony?

17 A. Yes.