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January 23, 1998

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

HAND DELIVERY

Re: Docket No. ~~980002-EG~~; Peoples Gas-West Florida Region

Dear Ms. Bayo:

Enclosed for filing on behalf of Peoples Gas-West Florida Region in connection with the hearings scheduled to begin February 25, 1998 in this docket are an original and 10 copies of the following documents:

1. Amended Petition for Approval of Peoples Gas-West Florida Region's Proposed Cost Recovery Charges;
2. Revised Direct Testimony of William B. Gray and Ron Sott; and
3. Revised Schedule C-1;
Revised Schedule C-2, pages 1 and 2 of 3;
Revised Schedule C-3, pages 1, 3, and 4 of 5, and;
Revised Schedule C-5.

ACK land please acknowledge receipt of these documents by stamping the enclosed extra copy of this letter.

CIF Thank you for your assistance.

CTE
EAT Ballejo
LEG 1
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Very truly yours,

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

Gene
DOCUMENT NUMBER-DATE
01325 JAN 23 88
FPSC-RECORDS/REPORTING

OPC NHH/amb
RWH Enclosures
cc: Mr. William B. Gray
SEC 1 RECEIVED Parties of Record
WAS KF

Petition
DOCUMENT NUMBER-DATE
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FPSC-RECORDS/REPORTING

Sott
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BEFORE THE
FLORIDA PUBLIC SERVICE COMMISSION
DOCKET NO. 980002-EG
REVISED DIRECT TESTIMONY OF
RONALD C. SOTT
ON BEHALF OF WEST FLORIDA NATURAL GAS COMPANY
(PEOPLES GAS-WEST FLORIDA REGION)

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 (Peoples Gas West Florida Region) ?

A. My job title is Director, New Business Development. My
position includes overall marketing responsibility of
the Region's conservation programs in both the Panama City
and Ocala 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

1 replacement and Esp programs were developed based on
2 actual data in previous periods plus projections
3 due to extensive mail line construction into previously
4 unserviced 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.