

STATE OF TENNESSEE

Office of the Attorney General



2003 JUN 17 PM 12:23

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Reply to:
Consumer Advocate and Protection Division
Attorney General's Office
P.O. Box 20207
Nashville, TN 37202

June 17, 2003

Hon. Sara Kyle, Chairman
Tennessee Regulatory Authority
460 James Robertson Parkway
Nashville, TN 37243-0505

03-00118

Re: Attorney General's Repsonse To 35 Interrogatories Filed June 6, 2003

Dear Chairman Kyle:

Enclosed is an original and fourteen copies of the Attorney General's Response to 35 Interrogatories Filed June 6, 2003. Copies are being furnished to counsel of record for interested parties.

Sincerely,

Vance Broemel

VANCE BROEMEL,
Assistant Attorney General

cc: Counsel of Record
52476

IN RE:

**PETITION OF TENNESSEE AMERICAN
WATER COMPANY TO CHANGE AND
INCREASE CERTAIN RATES AND
CHARGES SO AS TO PERMIT IT TO EARN A
FAIR AND ADEQUATE RATE OF RETURN
ON ITS PROPERTY USED AND USEFUL IN
FURNISHING WATER SERVICE TO ITS
CUSTOMERS**

**ATTORNEY GENERAL'S RESPONSE TO 35 INTERROGATORIES FILED
JUNE 6, 2003**

Most of the information contained in the Attorney General's responses has been previously supplied by the Attorney after a meeting with counsel for Tennessee American on June 10, 2003 and by a letter dated June 13, 2003. In the letter dated June 13, 2003, each interrogatory was set forth with the answer immediately following; the present responses to interrogatories follow the same numbering system used by Tennessee American (SNB-1, SNB-2,

etc.). The principal addition to the information already provided is a printout of Standard & Poor's, Yahoo, and Lycos in response to SNB-21.

SNB-1 Testimony pages 1 through 59. Please provide an electronic copy of the testimony in either Microsoft Word or Corel WordPerfect.

ANSWER: Provided to TAWC on June 9, 2003.

SNB-2 Exhibit CAPD-SB 1 through SB 16. Please provide an electronic copy of the schedules that were prepared either Microsoft Excel or Lotus spreadsheet format.

ANSWER: Provided to TAWC on June 10, 2003.

SNB-3 Testimony pages 1 through 3. Has Dr. Brown previously submitted rate of return testimony in rate cases for water utilities before the Tennessee Regulatory Authority or other regulatory agencies? If so, please provide a copy of those testimonies.

ANSWER: Testimony in TAWC's last rate case in TRA Docket 96-00959. TAWC should have a copy in their files. Public record on file at the TRA.

SNB-4 Testimony page 2 lines 16-18. Please provide copies of all articles published by Dr. Brown in "Public Utilities Fortnightly" and "Electricity Journal."

ANSWER: These were previously provided and/or made available for TAWC's

inspection at our offices.

SNB-5 Testimony page 4 lines 17-19. Please provide support for the selection of the past 12 months to gauge achieved returns on equity for publicly traded companies in the United States.

ANSWER: This data is the latest available and most relevant to gauge current earnings.

SNB-6 Testimony page 4 lines 20-22. Please provide a list of the companies and their achieved returns that were less than 6.3%.

ANSWER: This list has not been printed because it would have been in excess of 100 pages. On June 10, 2003, we provided TAWC step-by-step instructions on how to obtain this information from Morningstar.com. Additionally, we mentioned that since Morningstar is a subscription service, it is necessary for TAWC to subscribe to their service and obtain the information.

SNB-7 Testimony page 4 lines 36-37. Please provide a list of each instance where the Company's evidence of the cost of equity relied on statistical practices that are not in general practice. In the response please provide documentary support (e.g. references in textbooks, articles in scholarly journals, etc.) that defines statistical practices that are in general practice.

ANSWER: This was provided to TAWC during our meeting with Dale Grimes on June 10, 2003.

SNB-8 Testimony page 12 lines 6-7. Please provide support for the assertion that American Water Works is no longer the parent of Tennessee-American.

ANSWER: This was provided to TAWC on June 10, 2003.

SNB-9 Testimony page 12 lines 18-25. Please indicate if Dr. Brown is aware of any instances where a utility without a parent company affiliation has paid out dividends in excess of earnings. If he is aware of any instances, please list the company, the dates, and dividend payout ratios.

ANSWER: Piedmont Natural Gas has paid out dividends in excess of earnings. See order in TRA Docket 96-00977.

SNB-10 Testimony page 16 lines 1-4. Please provide a copy of all public records that indicate the RWE has the power to set prices for water supply service.

ANSWER: This has been provided to TAWC on June 10, 2003.

SNB-11 Testimony page 18 lines 31-36. Please explain how "provisions" with carrying costs are any different from tax or pension provisions that also cannot be claimed by equity holders.

ANSWER: This question goes beyond the scope of Steven N. Brown's testimony.

SNB-12 Testimony page 23 lines 15-28 and Exhibit CAPD-SB 2. Please provide the following items: (a) please indicate whether the returns shown on Exhibit CAPD-SB 2 are based on market values or book values, (b) please indicate the methodology used to calculate the returns if they are market based, e.g., do they include dividends and reinvestment of those dividends, (c) please indicate the methodology used to calculate the returns if they are book value based, e.g., are they calculated on year-end or average book value and is income stated before or after preferred and/or common dividends, and (d) please provide the initial date (month, day and year) and terminal date (month, day and year) for these calculations.

ANSWER: Morningstar defines "ROE%" as: "The percentage a company earns on its total equity. The calculation is the trailing 12 months' net income divided by the most recently reported book value. The resulting figure is multiplied by 100. In comparison, the industry average and S&P 500 are shown for the most recent fiscal year."

SNB-13 Testimony page 23 lines 33-34. Are the returns from the regulated companies those that were determined by a regulatory agency in a rate case proceeding? If not, please provide those authorized returns established by the respective regulatory agencies.

ANSWER: No, they were obtained from Morningstar.

SNB-14 Testimony page 25 lines 34-35. Of the firm's shown on Exhibit CAPD-SB 2,

please identify "one of the firms" and its associated rate of return.

ANSWER: See SNB Exhibit. Schedule 2, Page 2, Xcel Energies. The ROE is less than 1%.

SNB-15 Testimony page 28 lines 20-21. Please provide the names, addresses, telephone numbers, and notes from conversations that Dr. Brown has had with banks, mortgage lenders, homebuyers and businesses that are betting that current interest rate conditions will prevail for the foreseeable future. Also, please define in terms of days, months or years "foreseeable future."

ANSWER: None. The "foreseeable future" would be approximately nine (9) months.

SNB-16 Testimony page 34 lines 6-11. Please identify the two additional companies listed on the American Stock Exchange.

ANSWER: This was provided to TAWC on June 10, 2003. SNB Exhibit. This schedule cites two companies on the NASDAQ exchange (which is another American stock exchange). We believe that there was a misunderstanding concerning our statement and we referred to the American stock exchanges generally and not to the specific stock exchange.

SNB-17 Testimony page 36 lines 5-9 and Exhibit CAPD-SB 7. Please identify the specific companies that are on the cusp of mergers or acquisitions based upon the SEC filings listed on Exhibit CAPD-SB 7.

ANSWER: This was provided to TAWC during our meeting with Dale Grimes on

June 10, 2003. SEC filings indicate interest in acquisition of larger portions of the company's stock.

SNB-18 Testimony page 37 lines 2-3. Please identify the specific risk measured by beta, e.g., business risk, financial risk, investment risk, etc.

ANSWER: Beta is a calculation. Beta does not measure a specific risk, but rather the results of systematic risks and the effects of those risks on market price movement relative to other investments.

SNB-19 Testimony page 37 lines 32-34. Please provide the names, addresses, telephone numbers, and notes from conversations that Dr. Brown has had with professionals in the "financial industry" concerning Value Line betas.

ANSWER: None.

SNB-20 Testimony page 37 lines 34-38. Please explain why Merrill Lynch betas were not included in Exhibit CAPD-SB 8. Is Merrill Lynch part of the "financial industry?"

ANSWER: Not considered.

SNB-21 Testimony page 37 lines 34-38 and Exhibit CAPD-SB 8. Please provide a hard copy of the source documents for each beta listed on Exhibit CAPD-SB 8.

ANSWER: See Attachment A. Data for CAPD's beta are provided. Other betas can

be found on the Internet. However, raw betas for Standard & Poor's, Yahoo, and Lycos are attached.

SNB-22 Testimony page 38 line 1 and Exhibit CAPD-SB 8. Please provide the source documents, the variables, and workpapers used to compute the CAPD betas. Specifically, include the individual stock prices and dividends used in calculating the returns, the market index, the measurement interval (weekly, monthly, etc.), and all regression statistics related to each beta.

ANSWER: Discussed during our meeting with Dale Grimes on June 10, 2003. We can answer the first part of this question by referring you to Attachment A and we cannot answer the second part of this question because it is not relevant since Attachment A should provide all pertinent data requested.

SNB-23 Testimony page 49 lines 24-25. Please provide copies of documentary support (references in textbooks, articles in scholarly journals, etc.) that support the statement "... a process often described as leveraging an equity beta into an asset beta."

ANSWER: This was previously provided to TAWC in our meeting with Dale Grimes on June 10, 2003. (See Answer to SNB-7).

SNB-24 Testimony page 50 lines 2-4. Please provide copies of documentary support (references in textbooks, articles in scholarly journals, etc.) for the assertion "'asset beta' has no

particular economic measuring because a company's book value can stay constant while betas fluctuate."

ANSWER: This was previously provided to TAWC during our meeting with Dale Grimes on June 10, 2003. (See Answer to SNB-7). Additionally, refer to testimony with the Australian study.

SNB-25 Testimony page 50 lines 9-15. Please provide a complete copy of- "Final Report, Empirical Evidence on Proxy Beta Values for Regulated Gas Transmission Activities: July 2002 Report for the Australian Competition and Consumer Commission," prepared by the Allen Consulting Group of Melbourne, Australia.

ANSWER: This was provided to TAWC during our meeting with Dale Grimes on June 10, 2003 and explained to him that it was already provided to TAWC. The source for the study was in Dr. Brown's testimony on Page 50.

SNB-26 Testimony page 53 lines 33-38 and Exhibit CAPD-SB 14. Please provide a copy of the source documents for this schedule. Specifically provide: (a) a printout of each www.morningstar.com page, (b) the price per share and dividends per share value used for the yield calculation, (c) the date(s) of the prices used in the yield calculation, (d) a statement of whether the dividend amount in the yield calculation shown in column 7 was reflective of the expected dividend in the next period, (e) the methodology used to compute the dividend growth rate shown in column 6, and (f) the workpapers showing the calculation of each dividend growth

rate shown in column 6.

ANSWER: Morningstar defines "Dividend Yield %" as: "A stock's most recent four quarters' worth of dividends as a percentage of the current stock price. For comparison, we also show the average dividend yields for the company's industry, the S&P 500, and the stock's own five-year average."

SNB-27 Testimony page 54 lines 9-10. Please provide the names, addresses, telephone numbers, and notes of conversations that Dr. Brown has had with individual and/or institutional investors in the context of: "The DCF model does exactly what every investor does."

ANSWER: None.

SNB-28 Testimony page 54 lines 9-10. Please provide copies of documentary support (references in textbooks, articles in scholarly journals, etc.) that supports the assertion that: "The DCF model does exactly what every investor does."

ANSWER: None. This is Dr. Brown's professional opinion. (i.e., all investors invest with the expectation of receiving a future return of the investment plus earnings. Earnings that are farther in the future are discounted as being less valuable as time progresses).

SNB-29 Testimony page 54 lines 25-27. Please provide copies of documentary support (references in textbooks, articles in scholarly journals, etc.) that: "The DCF model neither protects investors from risk nor penalizes them for what happens in the stock market."

ANSWER: None.

SNB-30 Testimony page 56 lines 14-19. Please provide copies of documentary support (references in textbooks, articles in scholarly journals, etc.) that specifies the use of the cost-of-debt as a substitute for the risk-free rate of return in the CAPM.

ANSWER: Page 173 from "Financial Markets and Corporate Strategy" (See Attachment B)

SNB-31 Testimony page 56 lines 27-33 and Exhibit CAPD-SB 15. Please provide the source documents for the betas for each company, industry, sector and S&P 500 listed therein. Also, please provide the names of the companies that comprise the industry and sector.

ANSWER: On June 10, 2003, we provided TAWC with instructions on how to obtain this information from Morningstar.com.

SNB-32 Testimony page 56 lines 27-33. Please provide the source document for the market return ("R_m") of 15%.

ANSWER: Mr. Moul's direct testimony, page 37, line 23.

$$(R_m - R_f = 10.58)$$

$$R_m - R_f = 5.25$$

$$R_m - R_f = 15.83$$

SNB-33 Testimony page 56 lines 27-33. Please provide the workpapers for the 7.5%

return.

ANSWER: $7.5 = 6 + .1 \times 15.83$

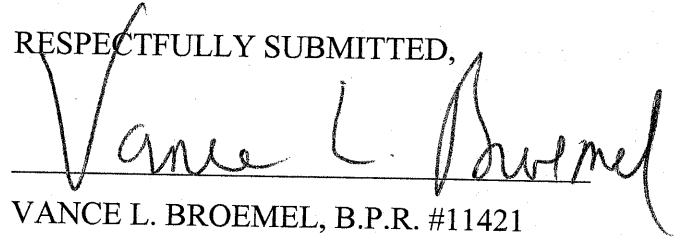
SNB-34 Testimony page 58 lines 2-3 and Exhibit CAPD-SB 13. Please provide the workpapers and source documents showing the development of the equity ratio and debt ratio for each of the twelve water companies. Specifically, please provide the date of the ratios, the dollar amount of equity, and the dollar amount of debt for each company.

ANSWER: On June 10, 2003, we provided TAWC with instructions on how to obtain this information from Morningstar.com.

SNB-35 Testimony page 58 lines 22-25 and Exhibit CAPD-SB 16. Please provide the workpapers showing the 6.00% parent company cost of debt.

ANSWER: SNB Schedule 1, Page 2-3 and Company Response to CAPD Second Round of Discovery #10.

RESPECTFULLY SUBMITTED,


VANCE L. BROEMEL, B.P.R. #11421
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R. Dale Grimes, Esq.

June 17, 2003

Page 13

Shilina B. Chatterjee

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Assistant Attorney General

Office of the Attorney General

Consumer Advocate and Protection Division

P.O. Box 20207

Nashville, Tennessee 37202

(615) 532-3382

by
Vance
Burwell

Dated: June 17, 2003

CERTIFICATE OF SERVICE

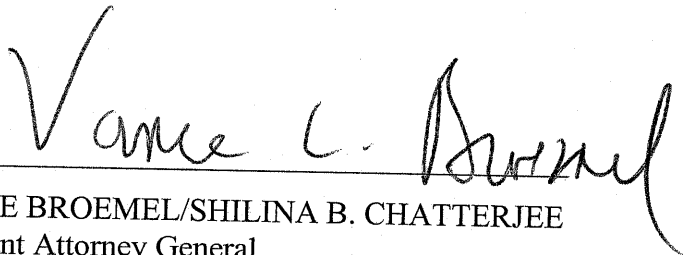
I hereby certify that a true and exact copy of the foregoing has been forwarded on this 17th day of June by facsimile and/or first-class mail, postage prepaid, to the following:

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Chattanooga, TN 37450



VANCE BROEMEL/SHILINA B. CHATTERJEE
Assistant Attorney General

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AOL BUSINESS OWNERS

The Markets: S&P500: 988.61 -9.90 (-0.99%)

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AWR

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AMER ST WATER (AWR)
27.00 ↓ 0.60 (-2.17%)

as of 06/13/2003 at 16:04 EDT (NYSE Delay: 20 minutes)

Day High	Day Low	Today's Volume	Open	Previous Close
27.85	27.00	19,200	27.80	27.60
9:45 EDT	15:56 EDT	on NYSE	9:31 EDT	on 06/12
52-Wk High	52-Wk Low	30-Day Avg Vol	P/E Ratio	EPS
29.01	20.25	22,000	20.93	1.29
		on NYSE		

Beta	Yield	Shares Outstanding	Market Capitalization
0.02	3.2%	15,195,000	410,265,000

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The Market: Nasdaq 1625.49 27.14 (1.7%)

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NYSE Nasdaq AMEX



CALIFORNIA WATER SVC (CWT)

30.40 ↓

AS OF 06/01/93 16:02 EDT (NYSE Data: 20 trades)

Day High Day Low Today's Volume Open Previous Close

31.00 30.40 22,300 30.75 30.49

16:02 EDT 00 NYSE 9:55 EDT 06/06/93

52-Wk High 52-Wk Low 30-Day Avg Vol P/E Ratio EPS

31.00 30.45 22,000 28.15 1.06

00 NYSE

Beta Yield Stocks Outstanding Market Capitalization

0.06 3.7% 15,182,000 461,500,000

Source: Standard & Poor's

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The Market's: C.M. Service, Inc. (CTWS)

Connecticut Water Service, Inc. (CTWS)

Detailed Quote

Chart

History

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CTWS

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Connecticut Water Service, Inc. (CTWS)

26.00 ↑ 0.14 (0.54%)
as of 09:30 EDT on Nasdaq (Delay 15 minutes)

Day High	Day Low	Today's Volume	Open	Previous Close
26.00	25.50	16,113	25.50	25.86
10:00 EDT	9:30 EDT	on Nasdaq	9:30 EDT	on Nasdaq
52-Wk High	52-Wk Low	30-Day Avg Vol	P/E Ratio	EPS
31.00	20.35	8,000 on Nasdaq	22.03	1.18

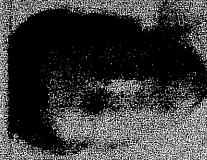
Beta	Yield	Shares Outstanding	Market Capitalization
-0.08	3.1%	7,947,000	206,622,000

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NYSE, Nasdaq, AMEX

NYSE, Nasdaq, AMEX

Middlesex Water

21.28

AS OF 10/10/2011

Low Bidder: 10/10/2011

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10/10/2011

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Enter Symbol:

PHIL A. SUBURBAN CP (PSC)

24.00 0.44 (1.83%)

as of 04/11/01 at 16:01 EDT (EST Delay 30 minutes)

Day High	Day Low	Today's Volume	Open	Previous Close
24.47	24.00	115,700	24.44	24.44
9.46 EDT	15.55 EDT	on NYSE	9:32 EDT	on NYSE
52 wk High	52 wk Low	30 Day Avg Vol	P/E Ratio	EPS
24.47	15.02	134,000	24.29	11.91
		on NYSE		

Delta	Yield	Excess Cost-Bearing	Market Capitalization
11.27	2.1%	13,050,000	15.34, 15,210,000

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SJW CP (S)

85.01 4.01B

as of 10/1/2003 at 1:00 PM

Day High Day Low

85.30 84.95

14.54 EDI 13.59 EDI

52-Week High 52-Week Low

87.45 75.40

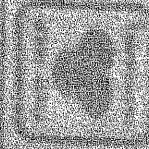
Yield

3.4%

(4/10)

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30 minutes

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84.98

84.76

on 10/1/2

PE Ratio

14.59

on AMEX

Shares Out. (ending

3,045,000

Market Capitalization

258,946,800

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ATLANTA GAS LIGHT (ATG)

25.80 ↑ 0.39 (-1.49%)

as of 06/13/2003 at 16:02 EDT (NYSE Delay: 20 minutes)

Day High	Day Low	Today's Volume	Open	Previous Close
26.22	25.75	297,800	26.19	26.19
9:32 EDT	12:18 EDT	on NYSE	9:32 EDT	on 06/12
52-Wk High	52-Wk Low	30-Day Avg Vol	P/E Ratio	EPS
26.98	17.25	283,000	13.51	1.91
Beta	Yield	Shares Outstanding	Market Capitalization	
0.24	4.2%	63,343,000	1,634,249,400	

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ATMOS ENERGY CP (ATO)

24.91 ↓ 0.54 (-2.12%)

as of 06/13/2003 at 16:02 EDT (NYSE Delay: 20 minutes)

Day High	Day Low	Today's Volume	Open	Previous Close
25.46 9:33 EDT	24.91 16:02 EDT	244,600 on NYSE	25.46 9:33 EDT	25.45 on 06/12
52-Wk High	52-Wk Low	30-Day Avg Vol	P/E Ratio	EPS
25.49	17.56	162,000 on NYSE	13.84	1.80
Beta	Yield	Shares Outstanding	Market Capitalization	
-0.02	4.7%	45,682,000	1,137,938,620	

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33.90 ↓ 0.15 (-0.44%)

as of 06/16/2003 at 10:18 EDT (NYSE Delay: 20 minutes)

Day High	Day Low	Today's Volume	Open	Previous Close
34.17	33.90	26,300	34.11	34.05
9:35 EDT	10:18 EDT	on NYSE	9:31 EDT	on 06/13
52-Wk High	52-Wk Low	30-Day Avg Vol	P/E Ratio	EPS
34.29	21.65	198,000	14.01	2.42
		on NYSE		
Beta	Yield	Shares Outstanding	Market Capitalization	
0.22	2.1%	34,936,000	1,184,330,399	

quote data by Standard & Poor's

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 WITH AARON B
 WEEK NIGHTS 11 PM

MARKETS

NYSE, Nasdaq, AMEX

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KEYSPAN CORP. (KSE)

36.14 @ 0.27 (+0.74%)

as of 06/12/00 at 16:01 EDT (NYSE Delay: 20 minutes)

Day High	Day Low	Today's Volume	Open	Previous Close
36.45	35.05	490,800	35.11	35.41
0.15 USD	1.355 EDT	on NYSE	0.30 EDT	on 05/12
52 Wk High	52 Wk Low	30-Day Avg Vol	P/E Ratio	EPS
38.19	27.41	820,000	13.74	2.63
		on NYSE		

Ratio	Yield	Shares Outstanding	Market Capitalization
0.25	4.9%	157,321,000	5,685,580,940

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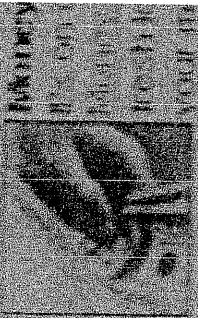
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The Markets: S&P500: 988.61 -9.90 (-0.99%)

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PEOPLES ENERGY CP (PGL)

44.05 ↓ 0.75 (-1.67%)

as of 06/13/2003 at 16:03 EDT (NYSE Delay: 20 minutes)

Day High	Day Low	Today's Volume	Open	Previous Close
45.07	43.90	233,300	45.05	44.80
9:46 EDT	13:28 EDT	on NYSE	9:33 EDT	on 06/12
52-Wk High	52-Wk Low	30-Day Avg Vol	P/E Ratio	EPS
45.20	27.80	202,000	16.14	2.73
		on NYSE		

Beta	Yield	Shares Outstanding	Market Capitalization
-0.01	4.6%	36,052,000	1,588,090,599

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12/23/93

1:40

PIEDMONT NAT GAS CO
 40.25 @ 0.54 (1/2) 2400
 20-DAY AVG VS. 15-DAY EDI (NYSE)

Day High	Day Low	Today's Volume	Open	Previous Close
40.94	40.11	150,500	40.28	40.59
9:51 EDT	11:20 EDT	on NYSE	2:31 EDT	11/06/92
52-wk High	52-wk Low	20-Day Avg vs. 15-Day EDI	PE Ratio	EPS
40.94	27.35	120,000 on NYSE	19.93	2.03

Beta	Yield	Grades Outstanding	Market Capitalization
0.07	4.1%	\$3,310,000	\$340,727,500



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The Markets: S&P500: 988.61 -9.90 (-0.99%)

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SOUTH JERSEY IND (SJI)
37.50 ↓ 0.44 (-1.16%)
as of 06/13/2003 at 16:06 EDT (NYSE Delay: 20 minutes)

Day High	Day Low	Today's Volume	Open	Previous Close
38.15	37.40	18,900	38.10	37.94
9:37 EDT	11:39 EDT	on NYSE	9:31 EDT	on 06/12
52-Wk High	52-Wk Low	30-Day Avg Vol	P/E Ratio	EPS
39.00	28.20	18,000 on NYSE	14.48	2.59
Beta	Yield	Shares Outstanding	Market Capitalization	
0.15	4.0%	12,392,000	464,700,000	

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WGL HOLDINGS INC (WGL)

27.61 ↓ 0.89 (-3.12%)

as of 06/13/2003 at 16:01 EDT (NYSE Delay: 20 minutes)

Day High	Day Low	Today's Volume	Open	Previous Close
28.45	27.61	141,000	28.40	28.50
9:31 EDT	15:59 EDT	on NYSE	9:31 EDT	on 06/12
52-Wk High	52-Wk Low	30-Day Avg Vol	P/E Ratio	EPS
28.79	19.25	191,000	14.09	1.96
		on NYSE		
Beta	Yield	Shares Outstanding	Market Capitalization	
0.14	4.5%	48,583,000	1,341,376,629	

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Sector: Utilities Industry: Water Utilities

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Valuation Ratios	Company	Industry	Sector	S&P 500
P/E Ratio (TTM)	19.28	22.79	14.10	23.21
P/E High - Last 5 Yrs.	25.92	27.50	29.87	49.70
P/E Low - Last 5 Yrs.	14.33	15.48	9.19	16.01
Beta	0.17	-0.04	0.20	1.00
Price to Sales (TTM)	2.34	3.53	1.15	3.14
Price to Book (MRQ)	1.64	2.56	1.64	4.33
Price to Tangible Book (MRQ)	1.64	2.57	2.52	7.20
Price to Cash Flow (TTM)	10.88	12.99	8.18	16.85
Price to Free Cash Flow (TTM)	NM	NM	21.41	27.58
% Owned Institutions	8.68	26.79	50.73	62.90

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Valuation Ratios

RATIO COMPARISON

Valuation Ratios	Company	Industry	Sector	S&P 500
P/E Ratio (TTM)	19.44*	22.79	14.10	23.21
P/E High - Last 5 Yrs.	20.10	27.50	29.87	49.70
P/E Low - Last 5 Yrs.	13.42	15.48	9.19	16.01
Beta	0.06	-0.04	0.20	1.00
Price to Sales (TTM)	1.79*	3.53	1.15	3.14
Price to Book (MRQ)	1.79	2.56	1.64	4.33
Price to Tangible Book (MRQ)	1.79	2.57	2.52	7.20
Price to Cash Flow (TTM)	9.87	12.99	8.18	16.85
Price to Free Cash Flow (TTM)	NM	NM	21.41	27.58
% Owned Institutions	36.32	26.79	50.73	62.90

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RATIO COMPARISON

Valuation Ratios	Company	Industry	Sector	S&P 500
P/E Ratio (TTM)	10.40	22.79	14.10	23.21
P/E High - Last 5 Yrs.	34.94	27.50	29.87	49.70
P/E Low - Last 5 Yrs.	4.54	15.48	9.19	16.01
Beta	0.20	-0.04	0.20	1.00
Price to Sales (TTM)	6.32	3.53	1.15	3.14
Price to Book (MRQ)	2.19	2.56	1.64	4.33
Price to Tangible Book (MRQ)	2.19	2.57	2.52	7.20
Price to Cash Flow (TTM)	9.21	12.99	8.18	16.85
Price to Free Cash Flow (TTM)	NM	NM	21.41	27.58
% Owned Institutions	2.39	26.79	50.73	62.90

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Valuation Ratios

RATIO COMPARISON

Valuation Ratios	Company	Industry	Sector	S&P 500
P/E Ratio (TTM)	21.28*	22.79	14.10	23.21
P/E High - Last 5 Yrs.	30.57	27.50	29.87	49.70
P/E Low - Last 5 Yrs.	14.75	15.48	9.19	16.01
Beta	-0.11	-0.04	0.20	1.00
Price to Sales (TTM)	4.28*	3.53	1.15	3.14
Price to Book (MRQ)	2.51	2.56	1.64	4.33
Price to Tangible Book (MRQ)	2.63	2.57	2.52	7.20
Price to Cash Flow (TTM)	13.93	12.99	8.18	16.85
Price to Free Cash Flow (TTM)	NM	NM	21.41	27.58
% Owned Institutions	15.07	26.79	50.73	62.90

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Valuation Ratios

RATIO COMPARISON

Valuation Ratios	Company	Industry	Sector	S&P 500
P/E Ratio (TTM)	22.67*	22.79	14.10	23.21
P/E High - Last 5 Yrs.	NA	27.50	29.87	49.70
P/E Low - Last 5 Yrs.	NA	15.48	9.19	16.01
Beta	0.14	-0.04	0.20	1.00
Price to Sales (TTM)	4.68*	3.53	1.15	3.14
Price to Book (MRQ)	2.81	2.56	1.64	4.33
Price to Tangible Book (MRQ)	3.05	2.57	2.52	7.20
Price to Cash Flow (TTM)	23.14	12.99	8.18	16.85
Price to Free Cash Flow (TTM)	NM	NM	21.41	27.58
% Owned Institutions	7.57	26.79	50.73	62.90

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(NYSE)

Sector: Utilities Industry: Water Utilities

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Valuation Ratios	Company	Industry	Sector	S&P 500
P/E Ratio (TTM)	25.91*	22.79	14.10	23.21
P/E High - Last 5 Yrs.	26.58	27.50	29.87	49.70
P/E Low - Last 5 Yrs.	12.83	15.48	9.19	16.01
Beta	0.07	-0.04	0.20	1.00
Price to Sales (TTM)	1.61*	3.53	1.15	3.14
Price to Book (MRQ)	2.12	2.56	1.64	4.33
Price to Tangible Book (MRQ)	2.12	2.57	2.52	7.20
Price to Cash Flow (TTM)	10.52	12.99	8.18	16.85
Price to Free Cash Flow (TTM)	NM	NM	21.41	27.58
% Owned Institutions	19.03	26.79	50.73	62.90

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Valuation Ratios	Company	Industry	Sector	S&P 500
P/E Ratio (TTM)	23.56*	22.79	14.10	23.21
P/E High - Last 5 Yrs.	36.53	27.50	29.87	49.70
P/E Low - Last 5 Yrs.	15.43	15.48	9.19	16.01
Beta	0.26	-0.04	0.20	1.00
Price to Sales (TTM)	2.82*	3.53	1.15	3.14
Price to Book (MRQ)	2.29	2.56	1.64	4.33
Price to Tangible Book (MRQ)	2.29	2.57	2.52	7.20
Price to Cash Flow (TTM)	14.41	12.99	8.18	16.85
Price to Free Cash Flow (TTM)	NM	NM	21.41	27.58
% Owned Institutions	15.57	26.79	50.73	62.90

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Valuation Ratios	Company	Industry	Sector	S&P 500
P/E Ratio (TTM)	30.03*	22.79	14.10	23.21
P/E High - Last 5 Yrs.	33.02	27.50	29.87	49.70
P/E Low - Last 5 Yrs.	11.90	15.48	9.19	16.01
Beta	-0.05	-0.04	0.20	1.00
Price to Sales (TTM)	2.60*	3.53	1.15	3.14
Price to Book (MRQ)	1.81	2.56	1.64	4.33
Price to Tangible Book (MRQ)	1.81	2.57	2.52	7.20
Price to Cash Flow (TTM)	10.83	12.99	8.18	16.85
Price to Free Cash Flow (TTM)	NM	NM	21.41	27.58
% Owned Institutions	12.42	26.79	50.73	62.90

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Valuation Ratios	Company	Industry	Sector	S&P 500
P/E Ratio (TTM)	23.28	22.79	14.10	23.21
P/E High - Last 5 Yrs.	27.88	27.50	29.87	49.70
P/E Low - Last 5 Yrs.	18.28	15.48	9.19	16.01
Beta	-0.25	-0.04	0.20	1.00
Price to Sales (TTM)	4.82	3.53	1.15	3.14
Price to Book (MRQ)	3.15	2.56	1.64	4.33
Price to Tangible Book (MRQ)	3.15	2.57	2.52	7.20
Price to Cash Flow (TTM)	13.92	12.99	8.18	16.85
Price to Free Cash Flow (TTM)	NM	NM	21.41	27.58
% Owned Institutions	36.75	26.79	50.73	62.90

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P/E Ratio (TTM)	14.53	22.79	14.10	23.21
P/E High - Last 5 Yrs.	26.06	27.50	29.87	49.70
P/E Low - Last 5 Yrs.	11.19	15.48	9.19	16.01
Beta	0.55	-0.04	0.20	1.00
Price to Sales (TTM)	1.77	3.53	1.15	3.14
Price to Book (MRQ)	1.64	2.56	1.64	4.33
Price to Tangible Book (MRQ)	1.64	2.57	2.52	7.20
Price to Cash Flow (TTM)	8.07	12.99	8.18	16.85
Price to Free Cash Flow (TTM)	NA	NM	21.41	27.58
% Owned Institutions	21.97	26.79	50.73	62.90

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Sector: Utilities Industry: Water Utilities

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Valuation Ratios

RATIO COMPARISON

Valuation Ratios	Company	Industry	Sector	S&P 500
P/E Ratio (TTM)	28.97*	22.79	14.10	23.21
P/E High - Last 5 Yrs.	26.73	27.50	29.87	49.70
P/E Low - Last 5 Yrs.	12.44	15.48	9.19	16.01
Beta	0.08	-0.04	0.20	1.00
Price to Sales (TTM)	0.87*	3.53	1.15	3.14
Price to Book (MRQ)	2.01	2.56	1.64	4.33
Price to Tangible Book (MRQ)	2.01	2.57	2.52	7.20
Price to Cash Flow (TTM)	21.61	12.99	8.18	16.85
Price to Free Cash Flow (TTM)	NM	NM	21.41	27.58
% Owned Institutions	20.29	26.79	50.73	62.90

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Sector: Utilities Industry: Water Utilities

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Valuation Ratios

RATIO COMPARISON

Valuation Ratios	Company	Industry	Sector	S&P 500
P/E Ratio (TTM)	31.29	22.79	14.10	23.21
P/E High - Last 5 Yrs.	31.88	27.50	29.87	49.70
P/E Low - Last 5 Yrs.	13.28	15.48	9.19	16.01
Beta	0.04	-0.04	0.20	1.00
Price to Sales (TTM)	5.82	3.53	1.15	3.14
Price to Book (MRQ)	3.08	2.56	1.64	4.33
Price to Tangible Book (MRQ)	3.08	2.57	2.52	7.20
Price to Cash Flow (TTM)	21.33	12.99	8.18	16.85
Price to Free Cash Flow (TTM)	NM	NM	21.41	27.58
% Owned Institutions	8.45	26.79	50.73	62.90

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AGL RESOURCES INC. (NYSE)
 Sector: Utilities Industry: Natural Gas Utilities
 Last 26.19 ▲ 0.39 1.51%
 Delayed 20 min from FreeRealTime.com. Have Real Time.
 Low-Risk Trading Service
 17 Trades and No Fee IRAs
 Full Quote
 Historical Chart

AGL Resources Inc. 8.16.2003 Weekly
 Jul Oct Jan Apr
 6000
 4000
 2000
 0
 ©2003 Pinnacol Inc.
 VOL(in 1000s)

Figures At-A-Glance

P/E tm (trailing 12 mos.)	13.45	Beta	.27
P/Sales tm	1.59	Market Cap	\$1.634b
EPS actual tm	\$1.92	Avg Analysts Rating	2.3
Avg EPS Est Current	\$0.24	Instit. Ownership	35.1m
4 mks ago	\$0.24		55.7%

Financial Snapshot

Key Developments

22 Apr 03	AGL Resources Inc. Confirms 2003 Earnings Guidance
12 Mar 03	AGL Resources Inc. Links up with Mayo Clinic School of Medicine
14 Feb 03	AGL Resources Inc. Completes Equity Offering

Company Overview

AGL Resources Inc. is a holding company that manages its business in three operating segments: Distribution, Wholesale Services and Energy Investments. Distribution operations include AGL Resources' three natural gas local distribution companies: Atlanta Gas Light Company, Virginia Natural Gas, Inc. and Chesapeake Gas Company. Wholesale services include Sequoy Energy Management, LP, AGL Resources' asset optimization, gas supply services and wholesale marketing and

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ATMOS ENERGY CORPORATION (NYSE)

Delayed 20 min from FreeRealTime.com. Have Real Time.

Last 25.23 ▲ 0.32 1.28%

Low-High Trading Session

57 Trades, \$500 to start

Full Quote

Atmos Energy Corp

6.16.2003 Weekly

92003 Pinnacle Inc.

VOL(In: 1000s)

Historical Chart

Figures At-A-Glance

P/E tm (trading 12 mos.)	13.97	Beta	.04
P/Sales tm	.76	Market Cap	\$1.13B
BPS actual tm	\$1.78	Avg Analysts Rating	3.1
Avg EPS Est Current	\$0.00	Instit. Ownership	16.5m
4 wks ago	(\$0.01)		35.9%

Financial Statement

Key Developments

13 May 03

Atmos Energy Corporation's Q2 Earnings Guidance Trips Analysts' Estimate; Company Maintains FY 2003 Earnings Forecast

11 Feb 03

Atmos Energy Corporation Confirms Q2

Company Overview

Atmos Energy Corporation is engaged primarily in the natural gas utility business, as well as certain non-regulated businesses. The Company distributes natural gas through sales and transportation arrangements to approximately 1.8 million residential, commercial, public authority and

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ENERGEN CORPORATION (NYSE)

Sector: **Utilities**
 (Industry): **Miscellaneous Gas Utilities**

Last 34.07 ▲ 0.02 0.06%

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- Low-Risk Trading Scores
- \$7 Traded, \$300 to grow!

Full Quote

■ Energen Corp
6.18.2003 Weekly

Jul Oct Jan Apr

2000
1000
0

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■ VOL(in 1000s)

Historical Chart

**For example,
here's an
opportunity to
start trading**

Figures At-A-Glance			
P/E (tm [using 12 mos.]	14.02	Beta	.21
P/Sales (tm)	1.59	Market Cap	\$1,190m
EPS actual (tm)	\$2.43	Avg Analysts Rating	2.7
Avg EPS Est. Current	\$0.43	Instit. Ownership	21.5%
d wks ago	\$0.47		61.5%

▶ FINDING SUGGESTS

Key Developments

24 Apr 03	Emergen Corporation Releases FY 2003 Earnings Guidance-Conference Call
21 Mar 03	Emergen Corporation Acquires San Juan

Company Overview

Energy Corporation is a diversified energy holding company engaged primarily in the acquisition, development, exploration and production of oil, gas, coal and natural gas in the United States and abroad.

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\$7 Trades

NEW JERSEY RESOURCES CORP (NYSE)
Sector: Utilities Industry: Natural Gas Utilities
Last 36.14 ▲ 0.78 2.21% Refresh
Balanced Fund from Fidelity Investments... Make Real
Low-Risk Trading Secrets Full Quote
\$7 Trades and No Fee IRAs

Weekly 6.16.2003
New Jersey Resources Cor
Jul Oct Jan Apr
1000
600
0
02003 Pinnacor Inc.
VOL (in 1000s)
Historical Chart

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Figures At-A-Glance
P/E ttm (trailing 12 mos.) 14.51 Beta .09
P/Sales ttm .35 Market Cap \$.977b
EPS actual ttm \$2.44 Avg Analysts Rating 2.6
Avg EPS Est Current \$0.13 Instit. Ownership 12.6m

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PEOPLES ENERGY CORP. (NYSE)
Sector: Utilities Industry: Natural Gas Utilities

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Weekly 6.16.2003
Peoples Energy Corp
4000
2000
0
Jul Oct Jan Apr
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VOL (in 1000s)
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What kind of broker are you looking for?

Figures At-A-Glance

P/E ttm (trailing 12 mos.)	16.14	Beta	.06
P/Sales ttm	.77	Market Cap	\$1.588b
EPS actual ttm	\$2.73	Avg Analysts Rating	3.0
Avg EPS Est Current	\$0.25	Instit. Ownership	16.2m

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PIEDMONT NATURAL GAS CO.
(NYSE)

Sector: Utilities Industry: Natural Gas Utilities

Last 40.60 0.35 0.87%

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Full Quote

\$7 Trades and No Fee IRAs

Figures At-A-Glance

P/E ttm (trailing 12 mos.)	19.73	Beta	.10
P/Sales ttm	1.16	Market Cap	\$1.341b
EPS actual ttm	\$2.04	Avg Analysts Rating	3.4

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Weekly 6/16/2003

Piedmont Natural Gas Co

Jul Oct Jan Apr

10000

5000

0

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VOL(in 1000s)

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SOUTH JERSEY INDUSTRIES (NYSE)

Sector: Utilities Industry: Natural Gas Utilities

Last **37.97** ▲ 0.47 1.25% ↻ Refresh

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Weekly 6, 10, 2003
■ SOUTH JERSEY IND
Jul Oct Jan Apr
40 35 30 200 100 0
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■ VOL(n 1000s)
▶ Historical Chart

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Figures At A Glance

P/E ttm (trailing 12 mos.)	14.21	Beta	.21
P/Sales ttm	.75	Market Cap	\$.465b
EPS actual ttm	\$2.64	Avg Analysts Rating	3.0

Is this what you do with your monthly investment statement?

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