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BEFORE THE ARIZONA CORPORATION COMMISSION

COMMISSIONERS

GARY PIERCE, Chairman  
BOB STUMP  
SANDRA D. KENNEDY  
PAUL NEWMAN  
BRENDA BURNS

Arizona Corporation Commission  
**DOCKETED**

JAN 18 2012

DOCKETED BY 

IN THE MATTER OF THE  
APPLICATION OF ARIZONA PUBLIC  
SERVICE COMPANY FOR A HEARING  
TO DETERMINE THE FAIR VALUE OF  
THE UTILITY PROPERTY OF THE  
COMPANY FOR RATEMAKING  
PURPOSES, TO FIX A JUST AND  
REASONABLE RATE OF RETURN  
THEREON, AND TO APPROVE RATE  
SCHEDULES DESIGNED TO DEVELOP  
SUCH RETURN.

NO. DOCKET NO. E-01345A-11-0224

**WAL-MART STORES, INC. AND  
SAM'S WEST, INC.'S NOTICE OF  
FILING**

Wal-Mart Stores, Inc. and Sam's West, Inc. (collectively "Wal-Mart"), hereby provides notice of filing Steven W. Chriss and Chris Hendrix's testimonies in support of settlement in the above-referenced matter.

Dated this 18<sup>th</sup> day of January, 2012.

RIDENOUR, HIENTON, & LEWIS, P.L.L.C.

By   
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ARIZONA CORPORATION COMMISSION  
DOCKET CONTROL

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1 ORIGINAL and 13 copies filed  
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2 Docket Control  
3 Arizona Corporation Commission  
1200 W. Washington Street  
4 Phoenix, AZ 85007

5 COPIES of the foregoing HAND-  
DELIVERED this 18<sup>th</sup> day  
6 of January, 2012 to:

7 Commissioner Gary Pierce, Chairman  
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21 Chief Administrative Law Judge  
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23 Arizona Corporation Commission  
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25 COPIES of the foregoing MAILED/  
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BEFORE THE ARIZONA CORPORATION COMMISSION

COMMISSIONERS

GARY PIERCE, Chairman  
BOB STUMP  
SANDRA D. KENNEDY  
PAUL NEWMAN  
BRENDA BURNS

IN THE MATTER OF THE  
APPLICATION OF ARIZONA PUBLIC  
SERVICE COMPANY FOR A HEARING  
TO DETERMINE THE FAIR VALUE OF  
THE UTILITY PROPERTY OF THE  
COMPANY FOR RATEMAKING  
PURPOSES, TO FIX A JUST AND  
REASONABLE RATE OF RETURN  
THEREON, AND TO APPROVE RATE  
SCHEDULES DESIGNED TO DEVELOP  
SUCH RETURN.

NO. DOCKET NO. E-01345A-11-0224

**TESTIMONY IN SUPPORT OF SETTLEMENT**

**STEVE W. CHRISS**

**WAL-MART STORES, INC. AND  
SAM'S WEST, INC.**

January 18, 2012

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**Introduction**

1  
2 **Q. PLEASE STATE YOUR NAME, BUSINESS ADDRESS, AND**  
3 **OCCUPATION.**

4 A. My name is Steve W. Chriss. My business address is 2001 SE 10th St.,  
5 Bentonville, AR 72716-0550. My title is Senior Manager, Energy Regulatory  
6 Analysis, for Wal-Mart Stores, Inc.

7 **Q. ON WHOSE BEHALF ARE YOU TESTIFYING IN THIS DOCKET?**

8 A. I am testifying on behalf of Wal-Mart Inc. and Sam's West, Inc. (collectively  
9 "Walmart").

10 **Q. ARE YOU THE SAME STEVE W. CHRISS WHO TESTIFIED**  
11 **EARLIER IN THIS DOCKET?**

12 A. Yes. My Witness Qualification Statement was included with my initial  
13 testimony as Exhibit SWC-1.

14 **Purpose of Testimony**

15 **Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?**

16 A. The purpose of my testimony is to support the Proposed Settlement Agreement  
17 ("Settlement") in this docket filed on January 6, 2012. My testimony will  
18 address the settlement generally as well as specific rate design provisions.  
19 Walmart is also sponsoring the testimony of Chris Hendrix, Director of  
20 Markets and Compliance for Wal-Mart Stores, Inc., who will address the  
21 Experimental Rate Schedule AG-1 provisions.

22 **Summary of Recommendations**

23 **Q. PLEASE SUMMARIZE YOUR RECOMMENDATION.**

24 A. My recommendation to the Arizona Corporation Commission ("the  
25 Commission") is that the Commission should approve the Settlement as filed.  
26 The Settlement is the just and reasonable outcome of extensive arms-length

1 negotiations conducted in good faith between the parties in this docket.  
2 Additionally, the settlement process greatly aids in administrative efficiency,  
3 which can reduce costs to all parties and ratepayers.

4 The fact that an issue is not addressed in this testimony should not be  
5 construed as an endorsement of any filed position.

6 **General Terms**

7 **Q. WHAT BENEFITS WILL THE CUSTOMERS OF ARIZONA PUBLIC**  
8 **SERVICE COMPANY ("APS" OR "THE COMPANY") RECEIVE**  
9 **FROM THE SETTLEMENT?**

10 A. All customers, including commercial customers, will receive two primary and  
11 substantial benefits from the settlement. First, there will be no increase in base  
12 rates as a result of the settlement. *See* Settlement Recital 3.1. Second, APS  
13 may not file a new base rate case until at least May 31, 2015, with no new base  
14 rates taking effect until at least July 1, 2016. *See* Settlement Recital 2.1.

15 **Q. WHY ARE THESE PROVISIONS BENEFICIAL TO COMMERCIAL**  
16 **CUSTOMERS SUCH AS WALMART?**

17 A. These provisions are beneficial to commercial customers for two reasons.  
18 First, all of the Company's customers will not receive a base rate increase as a  
19 result of this case. Electricity represents a significant portion of a commercial  
20 customer's operating costs. When rates increase, that increase in cost to the  
21 commercial customer puts pressure on consumer prices and on the other  
22 expenses required by a business to operate. Rate increases also directly impact  
23 the business's customers, who are APS's residential and small business  
24 customers. Given current economic conditions, the Settlement provides  
25 important immediate relief, versus the increase initially proposed by the  
26 Company, for all APS customers, including commercial customers.

1     **Q.     WHAT IS THE SECOND REASON THESE PROVISIONS ARE**  
2     **BENEFICIAL TO COMMERCIAL CUSTOMERS?**

3     A.     The second reason is that the four-year rate case stability provision provides for  
4     stable base rates through at least July 1, 2016. This provides for certainty in  
5     base rate levels and aides in the development of cost forecasting and budgeting.  
6     Additionally, the stability provision provides for litigation resource savings for  
7     customers who participate in the rate case process.

8                             **Rate Design**

9     **Q.     DOES THE SETTLEMENT PROVIDE FOR CHANGES IN THE RATE**  
10    **DESIGN FOR SCHEDULE E-32L?**

11    A.     Yes. The Settlement changes the structure of Schedule E-32L. Currently, the  
12    schedule has a \$/day basic service charge, a declining block \$/kW demand  
13    charge, and a declining block \$/kWh energy charge. *See* APS Rate Schedule  
14    E-32L, Effective date of January 1, 2010. The Settlement structure has a \$/day  
15    basic service charge, a declining block \$/kW demand charge, a flat \$/kWh  
16    winter energy charge, and a flat \$/kWh summer energy charge. *See* Settlement  
17    Attachment K, page 7.

18    **Q.     DOES WALMART SUPPORT THE SETTLEMENT CHANGES TO**  
19    **THE STRUCTURE OF SCHEDULE E-32L?**

20    A.     Yes. The changes remove the collection of demand-related costs from the  
21    energy charge, which better reflects the Company's cost of service and  
22    improves fixed cost recovery for the Company. Additionally, moving the  
23    collection of demand-related costs to the demand charge corrects the shift in  
24    demand cost responsibility from lower load factor customers to higher load  
25    factor customers that occurs when demand-related costs are recovered through  
26    energy charges.

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**Q. DOES THIS CONCLUDE YOUR DIRECT TESTIMONY?**

A. Yes.

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BEFORE THE ARIZONA CORPORATION COMMISSION

COMMISSIONERS

GARY PIERCE, Chairman  
BOB STUMP  
SANDRA D. KENNEDY  
PAUL NEWMAN  
BRENDA BURNS

IN THE MATTER OF THE  
APPLICATION OF ARIZONA PUBLIC  
SERVICE COMPANY FOR A HEARING  
TO DETERMINE THE FAIR VALUE OF  
THE UTILITY PROPERTY OF THE  
COMPANY FOR RATEMAKING  
PURPOSES, TO FIX A JUST AND  
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SUCH RETURN.

NO. DOCKET NO. E-01345A-11-0224

**TESTIMONY IN SUPPORT OF SETTLEMENT**

**CHRIS HENDRIX**

**WAL-MART STORES, INC. AND  
SAM'S WEST, INC.**

January 18, 2012

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7 Exhibit CHW-1: Witness Qualification Statement

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**Introduction**

**Q. PLEASE STATE YOUR NAME, BUSINESS ADDRESS, AND OCCUPATION.**

A. My name is Chris Hendrix. My business address is 2001 S.E. 10th St., Bentonville, AR 72716-5530. My title is Director of Markets & Compliance, for Wal-Mart Stores, Inc.

**Q. ON WHOSE BEHALF ARE YOU TESTIFYING IN THIS DOCKET?**

A. I am testifying on behalf of Wal-Mart Inc. and Sam's West, Inc. (collectively "Walmart").

**Q. PLEASE DESCRIBE YOUR POSITION WITH WAL-MART?**

A. In my role as Director of Markets & Compliance, I am responsible for directing and implementing regulatory and legislative policies for Walmart's retail and wholesale business interests related to electricity and natural gas in the competitive markets of the United States and the United Kingdom. In addition, I am accountable for all regulatory, legislative and market developments that affect the operation of Walmart's self-supply retail electricity provider; Texas Retail Energy, LLC in Texas, New York, Illinois Pennsylvania, and Maryland, and Power4All, Ltd. in the United Kingdom.

**Q. PLEASE DESCRIBE YOUR EDUCATION AND EXPERIENCE.**

A. I earned a Bachelors of Business Administration with a concentration in Accounting from the University of Houston in 1991 and a Masters of Business Administration with a concentration in Finance and International Business from the University of Houston in 1994. I have more than 20 years of experience in all facets of the energy industry with the last 15 years specifically related to the competitive electric and natural gas markets. From 1990 to 1997, I was an Accountant, then an Accounting Analyst and later a Senior Rate

1 Analyst with Tenneco Energy in Houston, Texas. My initial duties included  
2 various accounting functions for their regulated pipeline, Tennessee Gas  
3 Pipeline, and in my later position, the preparation of cost allocation and rate  
4 design studies. From 1997 to 2001, I was a Senior Specialist and later a  
5 Manager at Enron Energy Services in Houston, Texas. My duties included  
6 participating in gas and electric deregulation proceedings, performing cost of  
7 service analysis, and analyzing regulatory rules and utility tariffs. From 2002  
8 to 2003, I was a Manager at TXU Energy in Dallas, Texas, where I supervised  
9 a pricing team for energy transactions. In 2003, I joined the Energy  
10 Department of Wal-Mart Stores Inc., as a General Manager and was promoted  
11 to my current position in 2009. My Witness Qualification Statement is found  
12 on Exhibit CWH-1.

13 **Q. HAVE YOU PREVIOUSLY SUBMITTED TESTIMONY BEFORE THE**  
14 **ARIZONA CORPORATION COMMISSION ("THE COMMISSION")?**

15 A. No.

16 **Q. HAVE YOU PREVIOUSLY SUBMITTED TESTIMONY BEFORE**  
17 **OTHER STATE REGULATORY COMMISSIONS?**

18 A. Yes. I have submitted testimony in one proceeding before the Oklahoma  
19 Corporation Commission. My testimony addressed the topic of natural gas  
20 competition. In addition, I have been a contributor to numerous coalition  
21 groups and industry organizations in preparing and submitting testimony  
22 regarding natural gas and electricity competition and market rules.

23 **Q. HAVE YOU PREPARED EXHIBITS?**

24 A. Yes, I have prepared Exhibit CWH-1, consisting of two pages.

25 ///

26

**Purpose of Testimony**

1  
2 **Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?**

3 A. The purpose of my testimony is to support the Proposed Settlement Agreement  
4 ("Settlement") in this docket filed on January 6, 2012. My testimony will  
5 specifically address the provisions for Experimental Rate Schedule AG-1,  
6 Alternative Generation General Service.

7 **Summary of Recommendations**

8 **Q. PLEASE SUMMARIZE YOUR RECOMMENDATION.**

9 A. My recommendation to the Commission is that the Commission should approve  
10 Experimental Rate Rider Schedule AG-1 ("AG-1") as filed in the Settlement.

11 The fact that an issue is not addressed in this testimony should not be  
12 construed as an endorsement of any filed position.

13 **Experimental Rate Rider Schedule AG-1**

14 **Q. WHAT ARE THE POTENTIAL BENEFITS TO COMMERCIAL**  
15 **CUSTOMERS SUCH AS WALMART UNDER AG-1?**

16 A. In general, commercial customers such as Walmart participate in competitive  
17 markets across the United States in order to have more control over their  
18 energy expenses. Competitive electricity market purchases allow customers to  
19 apply their specific risk appetites and operating goals to purchase electricity to  
20 better match their company strategies, which are likely different than the  
21 regulated recovery schedules of an electric utility.

22 In addition, Walmart specifically has an aggressive corporate  
23 sustainability program and is actively installing solar at facilities in Arizona.  
24 Walmart will be exploring the possibility of acquiring energy from larger scale  
25 renewables under Schedule AG-1. Obtaining such energy under Schedule AG-  
26 1 could prove to be a challenge, however, given its limited 4-year term due to

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its experimental nature. As a market comparison, Walmart currently has a longer term power purchase agreement from a wind developer in Texas but has never been able to consummate a large scale renewable energy transaction in any regulated market. If Schedule AG-1 is later made a permanent schedule, Walmart expects its ability to obtain energy from large scale renewable projects to be more likely. However, Walmart supports the adoption of AG-1 as an experimental schedule at this time.

**Q. DOES WALMART PLAN TO TAKE SERVICE UNDER AG-1?**

A. Yes. Walmart is currently planning on applying for service under AG-1 during the initial enrollment period as long as it is economically viable at then current market conditions.

**Q. DOES THIS CONCLUDE YOUR DIRECT TESTIMONY?**

A. Yes.

# Chris W. Hendrix

**Director of Markets & Compliance**

**Wal-Mart Stores, Inc.**

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**Business Phone: (479) 204-0845**

**Email: chris.hendrix@wal-mart.com**

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## **EXPERIENCE**

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**Wal-Mart Stores, Inc., Bentonville, AR**

**Director of Markets & Compliance (2009 – Present)**

**General Manager (2003 – 2009)**

2002 –2003

**TXU Energy, Dallas, TX**

**Manager – Retail Pricing (2002 –2003)**

1997 - 2001

**Enron Energy Services, Houston, TX**

**Manager – Target Markets (2002 –2003)**

**Manager – Product Development/Structuring (1999 – 2001)**

**Senior Specialist (1997 – 1999)**

1990 - 1997

**Tenneco Energy, Houston, TX**

**Senior Rate Analyst (1994 – 1997)**

**Accounting Analyst (1992 – 1994)**

**Accountant (1991 – 1992)**

## **EDUCATION**

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**University of Houston**

M.B.A, Finance & International Business

1991

**University of Houston**

B.B.A, Accounting (Magna Cum Laude)

## **INDUSTRY ORGANIZATIONS**

### **COMPETE Coalition**

Board Member (2008 – present)

### **National Energy Marketers Association**

Executive Committee and Policy Chair (2006 – present)

### **NEPOOL (ISO New England)**

Participants Committee (2011 – present)

Markets Committee (2011 – present)

Consumer Liaison Group (2011 – present)

### **PJM Interconnection**

Markets Committee (2011 – present)

### **Electric Reliability Council of Texas (ERCOT)**

Technical Advisory Committee - TAC (2004 – 2006)

**TESTIMONY**

*1998*

Oklahoma Corporation Commission Cause No. PUD 980000177: Joint Application of Oklahoma Natural Gas Company, A Division of Oneok, Inc., Oneok Gas Transportation, a Division of Oneok, Inc., and Kansas Gas Service Company, a Division of Oneok, Inc., for Approval of Their Unbundling Plan for Natural gas Services Upstream of the Citygates or Aggregation Points.