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Arizona American Water  
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In Opposition

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February 6, 2012

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Chairman Gary Pierce  
Arizona Corporation Commission  
1200 W. Washington 2<sup>nd</sup> Floor  
Phoenix, AZ 85007

Dear Chairman Pierce,

For more than a century, EPCOR has been dedicated to delivering high-quality water and water service to the communities it serves. And now we embark on a new chapter in that legacy.

Today, we are pleased to announce that EPCOR has completed the acquisition of American Water's Arizona and New Mexico operations. This process began with the acquisition announcement in early 2011 and concluded January 31, 2012, following approvals by the Arizona Corporation Commission and the New Mexico Public Regulation Commission, and financial close by American Water and EPCOR.

Today marks the beginning of EPCOR's transition of operations. However, our commitment to the Southwestern United States began in 2010 when EPCOR announced the acquisition of Chaparral City Water Company, a transaction that was completed in 2011. Today, we are proud to be serving more than 170,000 customers in communities across Arizona and New Mexico.

Since beginning the process to acquire these assets and operations, EPCOR has been focused on learning more about the communities served, the facilities and systems that deliver water and wastewater service to these communities, and the individuals dedicated to serving these communities each day. We have also worked diligently on the transition, from day-to-day operations to customer care to supporting the newest members of the EPCOR family, our employees. We recognize that a transition of this scale takes time, and we are committed to making it as seamless as possible for our customers, our partners and our employees.

EPCOR's goal is to become a premier provider of high-quality and safe drinking water wherever it operates. We are proud to be serving your community, and we look forward to becoming an active member in it.

Best Regards,

Joe Gysel  
President, EPCOR Water USA  
jgysel@epcor.com

Arizona Corporation Commission

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