

Friday, December 06, 2013

Docket No. A-2013-2387319

MAA Inc. d/b/a Industrial Energy (MAA)

175 Strafford Avenue

Suite 300

Wayne Pa. 19087

Data Request

Attention Secretary,

Please see responses and enclosed documents as per the data request for the MAA INC DBA Industrial Energy natural gas application.

1. Reference application, Section 16. B Contacts for Consumer Services and Complaints- Applicant has provided one contact person; applicants must also provide an alternative contact person. Please provide name, title, address, telephone number and FAX number for an alternate person responsible for addressing customer complaints.

Answer: Please see revised page 12 of natural gas application with the correct information requested.

2. Reference application, Section 17.B Bonding –In addition to NGDC companies listed of page 7 of this application applicant has indicated that it wishes to serve in the territories of Leatherstocking Gas Company LLC (Leatherstocking), Northeast Heat and Light Corporation (NE heat) and Pike County Power and Light Company (Pike). Since Leatherstocking, NE Heat and Pike are smaller NGDC's their tariff allows them to be exempt from permitting third party suppliers to be licensed in its territory. Due to this reason, at this time MAA will not be eligible to be licensed in the territories of Leatherstocking, NE Heat and Pike. Please resubmit page 7 of application; 10 Service Area- without Leatherstocking, NE Heat and Pike.

Answer: Please see Page 7 of natural gas application enclosed with correct information requested

a. Applicant has submitted bonding letter for Peoples TWP LLC, but on page 7 of application under Service Area, Peoples TWP LLC is not listed as a NGDC territory in which applicant is proposing to establish business in. Please resubmit Page 7 of application with Peoples TWP LLC listed as a NGDC territory in which applicant is proposing to establish in.

Answer: Please see Page 7 of natural gas application with correct information requested.

RECEIVED

DEC - 6 2013

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

3. Applicant received an acknowledgement letter from the Secretary's office dated October 10, 2013. In this letter applicant was made aware of the need to publish notices to be licensed. It is noted to date applicant has not submitted proof of publications. Only complete applications with required proof of publication can be recommended for review at public meetings. Please submit mentioned proof of publications.

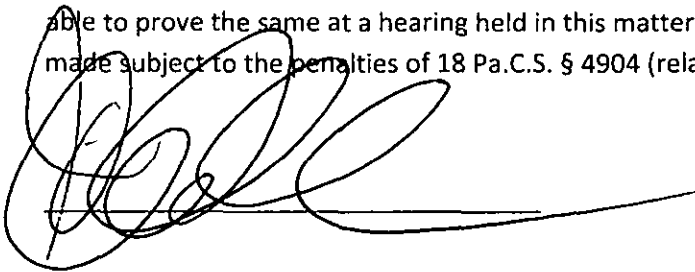
Answer: Proof of Publication has been submitted on November 21, 2013 as requested in the natural gas application.

4. Reference application, Section 17. B Applicant has provided brief description of experience in the Oil and Natural Gas arenas. To proof technical fitness please provide professional resume.

Answer: Please see page 14 of natural gas application enclosed with proof of technical fitness.

Answers should be verified per 52 Pa Code § 1.36.

I, Michael A Amabile, President, MAA INC, DBA Industrial Energy, hereby state that the facts above set forth are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa.C.S. § 4904 (relating to unsworn falsification to authorities).

A handwritten signature in black ink, appearing to read 'Michael A Amabile', with a long horizontal line extending to the right.

Michael A Amabile, President

MAA INC DBA Industrial Energy

14. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix B to this application.
15. **COMPLIANCE:** State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application has been convicted of a crime involving fraud or similar activity. Identify all proceedings, by name, subject and citation, dealing with business operations, in the last five (5) years, whether before an administrative body or in a judicial forum, in which the Applicant, an affiliate, a predecessor of either, or a person identified herein has been a defendant or a respondent. Provide a statement as to the resolution or present status of any such proceedings.
16. **STANDARDS, BILLING PRACTICES, TERMS AND CONDITIONS OF PROVIDING SERVICE AND CONSUMER EDUCATION:** All services should be priced in clearly stated terms to the extent possible. Common definitions should be used. All consumer contracts or sales agreements should be written in plain language with any exclusions, exceptions, add-ons, package offers, limited time offers or other deadlines prominently communicated. Penalties and procedures for ending contracts should be clearly communicated.
- a. **Contacts for Consumer Service and Complaints:** Provide the name, title, address, telephone number and FAX number of the person and an alternate person responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with Applicant, the Distribution Company, the Pennsylvania Public Utility Commission or other agencies.

MAA, Inc DBA Industrial Energy	Alternate contact:
Michael A Amabile	
175 Strafford Avenue	Christian M Amabile
Suite 300	
Wayne Pa. 19087	Phone: 610.975.4528
Phone: 610.975.4528	
Fax: 610.975.4527	Fax: 610.975.4527

- b. Provide a copy of all standard forms or contracts that you use, or propose to use, for service provided to residential customers.

All Contracts and forms will be the property that of the NGS as MAA INC DBA Industrial Energy does not take possession of natural gas or contracts

- c. If proposing to serve Residential and/or Small Commercial customers, provide a disclosure statement. A sample disclosure statement is provided as Appendix B to this Application.

All documentation will be provided by the NGS as MAA INC DBA Industrial Energy does not take possession of natural gas or contracts.

17. **FINANCIAL FITNESS:**

- A. Applicant shall provide sufficient information to demonstrate financial fitness commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:
- Actual (or proposed) organizational structure including parent, affiliated or subsidiary companies.
 - Published parent company financial and credit information.
 - Applicant's balance sheet and income statement for the most recent fiscal year. Published financial information such as 10K's and 10Q's may be provided, if available.
 - Evidence of Applicant's credit rating. Applicant may provide a copy of its Dun and Bradstreet Credit Report and Robert Morris and Associates financial form or other independent financial service reports.
 - A description of the types and amounts of insurance carried by Applicant which are specifically intended to provide for or support its financial fitness to perform its obligations as a licensee.

9. **PROPOSED SERVICES:** Generally describe the natural gas services which the Applicant proposes to offer.

Company will provide natural gas supply services via an established NGS located in the state of Pennsylvania.
In Addition will provide energy consulting and advisory service to the end user of natural gas.

10. **SERVICE AREA:** Provide each Natural Gas Distribution Company (NGDC) in which Applicant proposes to offer services.

Columbia Gas of Pennsylvania, Inc.
Equitable Gas Company
National Fuel Gas Distribution Corporation
Peco Gas (Exelon Company)
Peoples Natural Gas Company, LLC
Peoples TWP, LLC
Philadelphia Gas Works (PGW)
UGI Central Penn Gas
UGI Penn Natural Gas
UGI Utilities, Inc. Gas
Valley Energy

11. **CUSTOMERS:** Applicant proposes to initially provide services to:

- Residential Customers
- Commercial Customers - (Less than 6,000 Mcf annually)
- Commercial Customers - (6,000 Mcf or more annually)
- Industrial Customers
- Governmental Customers
- All of above
- Other (Describe):

12. **START DATE:** The Applicant proposes to begin delivering services on as soon as possible Immediately.

- Provide the name, title, address, telephone number and FAX number of Applicant's custodian for its accounting records.

The Rothman Boylston Group
 1508 Mc Daniel Drive
 Westtown Business Center
 West Chester Pa. 19380
 Phone: 610.701.0500
 Fax: 610.701.5402

18. **TECHNICAL FITNESS:** To ensure that the present quality and availability of service provided by natural gas utilities does not deteriorate, the Applicant shall provide sufficient information to demonstrate technical fitness commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:

- The identity of the Applicant's officers directly responsible for operations, including names and their professional resumes.
- A copy of any Federal energy license currently held by the Applicant.
- Proposed staffing and employee training commitments.
- Business plans.

The business plan for MAA, Inc. DBA Industrial Energy is to continue to provide and expand a "hands on" approach is assisting the mid market end user of energy by providing and working with those entities to be the energy advisor providing sales and marketing via the most reliable and stable energy supply, along with education and research updating regulatory events that can be economically beneficial to the end user and lastly providing all important "hands on strategy" to these potential customers. In addition, the MAA Inc DBA Industrial Energy has developed a close partnership arrangement with one of the largest NGS entities in the state of Pennsylvania. This relationship affords complete access for MAA and any staff to work at a high level with end user consumers of natural gas. MAA DBA Industrial Energy will work closely with this entity on latest products services to benefit the consumer of natural gas in this market place. This includes training on an interval basis.

19. **TRANSFER OF LICENSE:** The Applicant understands that if it plans to transfer its license to another entity, it is required to request authority from the Commission for permission prior to transferring the license. See 66 Pa. C.S. Section 2208(D). Transferee will be required to file the appropriate licensing application.

20. **UNIFORM STANDARDS OF CONDUCT AND DISCLOSURE:** As a condition of receiving a license, Applicant agrees to conform to any Uniform Standards of Conduct and Disclosure as set forth by the Commission.

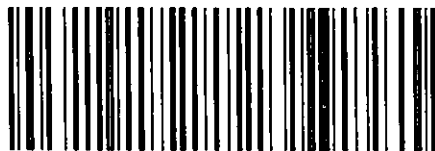
21. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:

- a. Reports of Gross Receipts: Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on an annual basis no later than 30 days following the end of the calendar year.

Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 22 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive natural gas market.

Mike Amabile
Industrial Energy
EXECUTIVE COMMONS
175 STRAFFORD AVENUE
SUITE 1
WAYNE, PA 19087

CERTIFIED MAIL™



7002 2410 0007 0067 9906

Hasler

FIRST-CLASS MAIL

12/06/2013

US POSTAGE

\$06.31⁰⁰



ZIP 19087
011D11611989

Pennsylvania Public Utility Commission
PO Box 3265
Harrisburg, PA 17105-3265

Attn: Rosemary Chiavetta, Secretary