

**REBUTTAL TESTIMONY**

**OF**

**JOHN J. SPANOS**

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1 **I. INTRODUCTION**

2 **Q. Please state your name and address.**

3 A. My name is John J. Spanos. My business address is 207 Senate Avenue, Camp Hill,  
4 Pennsylvania 17011.

5

6 **Q. Have you previously submitted direct testimony in this proceeding?**

7 A. Yes. In January 2018, I submitted direct testimony in this proceeding in support of the  
8 depreciation study performed for SUEZ Water Rhode Island's water plant.

9

10 **Q. What is the purpose of your rebuttal testimony?**

11 A. The purpose of my rebuttal testimony is to respond to the direct testimony of Roxie  
12 McCullar submitted on behalf of the Division of Public Utilities and Carriers (Division).  
13 Specifically, I will address the two accounts for which Ms. McCullar has recommended  
14 different depreciation rates from my estimates, and I will detail the problems with the net  
15 salvage analyses Ms. McCullar used to arrive at her recommendations. I will also comment  
16 on some of Ms. McCullar's claims about depreciation studies in other proceedings.

17

18 **Q. What is the impact of Ms. McCullar's recommendations?**

19 A. Ms. McCullar has proposed adjustments for two water plant accounts. In total, Ms.  
20 McCullar's recommendations reduce water plant depreciation by \$10,502 from my  
21 recommendations in the Depreciation Study. Each of Ms. McCullar's adjustments is due  
22 to different proposals for the net salvage estimates for these accounts. Ms. McCullar has  
23 not challenged any of the service life estimates I have made in the depreciation study.

1 As I will explain, Ms. McCullar's recommendations are not based on widely accepted and  
2 properly implemented methods for estimating depreciation or estimating net salvage.  
3 Instead, Ms. McCullar has adjusted the historical net salvage data based on a methodology  
4 that has a number of mathematical and conceptual flaws and has not, to my knowledge,  
5 been accepted by any regulatory commission. As a result, the reductions to depreciation  
6 expense that she proposes are not reasonable adjustments.

## 7 8 **II. NET SALVAGE ESTIMATES**

### 9 **Q. What is net salvage?**

10 A. Net salvage as used in depreciation is defined as gross salvage less cost of removal. When  
11 an asset is retired, it may have scrap or reuse value, which is gross salvage. There is also  
12 a cost to retire the asset (also referred to as cost of removal). For example, the retirement  
13 of pipe typically requires a multiple person crew and heavy equipment to cut the pipe  
14 underground and cap the pipe for disposal (abandonment). There may also be disposal  
15 costs for the pipe if removed. All the costs associated with the retirement are cost of  
16 removal. I should note there may also be cost of removal even if an asset is not physically  
17 removed. For example, when water mains are retired in place (i.e., they remain in the  
18 ground when retired), there are still costs to cut, cap, and purge water from the retired main.

### 19 20 **Q. How is net salvage estimated?**

21 A. Net salvage is expressed as a percentage of the original cost retired. For example, if an  
22 account has a net salvage estimate of negative 25 percent, then a \$1,000 asset would be  
23 expected to, on average, cost \$250 to retire, net of any gross salvage. Net salvage estimates

1 are based on a combination of statistical analysis of historical data, as well as informed  
2 judgment that incorporates other factors.

3  
4 **Q. How is the statistical analysis performed?**

5 A. The traditional and widely accepted method of statistical analysis for net salvage is  
6 performed by comparing historical cost of removal and gross salvage to historical  
7 retirements as recorded in a utility's property records. For this analysis, cost of removal,  
8 gross salvage, and net salvage are expressed as a percentage of the original cost of plant  
9 retired. By analyzing both annual activity and longer and shorter-term averages of the  
10 experienced net salvage expressed as a percentage of retirements, this analysis of the data  
11 provides a statistical basis for the estimation of net salvage. This is the method of statistical  
12 analysis that I have used in the Depreciation Study. I will refer to this method of analysis  
13 as the "traditional method of net salvage analysis" or the "traditional net salvage analysis"  
14 because it is the predominant method of net salvage analysis used for depreciation studies.

15  
16 **Q. Is this method of statistical analysis for net salvage that you have used in the  
17 Depreciation Study supported by depreciation textbooks?**

18 A. Yes. Ms. McCullar cites two depreciation textbooks in her testimony in support of her  
19 recommendations. These are the National Association of Regulatory Utility  
20 Commissioners' (NARUC) publication *Public Utility Depreciation Practices* and  
21 *Depreciation Systems* by Frank Wolf and Chester Fitch (Wolf and Fitch). Both textbooks  
22 support the method of statistical analysis I have used in the Depreciation Study.

23 NARUC explains that "net salvage is expressed as a percentage of plant retired by

1 dividing the dollars of net salvage by the dollars of original cost of plant retired.”<sup>1</sup> Wolf  
2 and Fitch also explain that net salvage is expressed as a percentage of the original cost of  
3 plant retired, noting “the SR [Salvage Ratio] is the salvage divided by the original cost of  
4 the retirements and usually is expressed as a percentage.”<sup>2</sup> Thus, both texts support the  
5 exact type of analysis I have used in the Company’s Depreciation Study.  
6

7 **Q. Do either of these textbooks support the net salvage analysis Ms. McCullar has**  
8 **performed?**

9 A. No. Although Ms. McCullar cites to NARUC in certain instances, NARUC does not  
10 describe or support the actual type of analysis Ms. McCullar has performed. Similarly, as  
11 I will explain in more detail in Section II.C., although Ms. McCullar claims that her  
12 methodology is supported by Wolf and Fitch, she has not actually performed the analyses  
13 described in her cited portions of this text.  
14

15 **Q. How do Ms. McCullar’s recommendations differ from yours?**

16 A. Ms. McCullar has recommended different net salvage estimates for two water plant  
17 accounts. Table 1 below compares my proposed estimates to those of Ms. McCullar.  
18

**Table 1: Comparison of Net Salvage Estimates to Company Data**

<b>Account</b>	<b>Company Estimate</b>	<b>Division Estimate</b>
311, Pumping Equipment	-10%	-5%
331, Mains	-25%	-20%

19  

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<sup>1</sup> *Public Utility Depreciation Practices*, National Association of Regulatory Utility Commissioners, 1996, p. 18.

<sup>2</sup> *Depreciation Systems*, Frank Wolf and Chester Fitch, 1994, p. 261. Note that, in this context, Wolf and Fitch use the term “salvage” to mean “net salvage.”

1 **Q. What is the reason Ms. McCullar's estimates are different from your estimates?**

2 A. Based on Ms. McCullar's testimony, her estimates differ from mine due to adjustments she  
3 has made to the historical data for these two accounts. Specifically, Ms. McCullar has  
4 modified historical cost of removal and gross salvage to adjust for what she presumes to  
5 be differences between historical inflation and her estimate of what the inflation rate will  
6 be in the future. That is, the reason for the differences between my estimates and those of  
7 Ms. McCullar are the adjustments she makes to the historical data used in her analyses. I  
8 am not familiar with a single regulatory jurisdiction that has adopted Ms. McCullar's  
9 approach to the net salvage analysis.

10

11 **Q. What are the flaws in Ms. McCullar's analysis?**

12 A. There are multiple flaws, which I will detail in the sections that follow. One flaw is that  
13 Ms. McCullar has focused only on the inflation rate and fails to recognize that the time  
14 period over which inflation occurs can have at least as much of an impact as the inflation  
15 rate. Further, Ms. McCullar supports her methodology for adjusting the data by citing a  
16 discussion of complex mathematical models for analyzing net salvage that are set forth in  
17 Wolf and Fitch. However, Ms. McCullar has not actually performed the analyses set forth  
18 in Wolf and Fitch that she claims to have used. Ms. McCullar's testimony fails to follow  
19 the instructions of the actual text and fails to incorporate important concepts set forth in  
20 Wolf and Fitch.

21 Lastly, Ms. McCullar's adjustments are based on her estimate of future inflation  
22 rates, and even relatively small changes in the estimate of future inflation can materially  
23 impact the results of her analysis. Because the assets in question for this case are relatively

1 long-lived property that will be in service for 45 years or more, Ms. McCullar’s analysis  
2 requires an accurate estimate of what the annual inflation rate will be for many decades. I  
3 am not familiar with any reliable professional inflation forecasts that cover such long  
4 periods of time. Further, there are numerous reasons to doubt her estimate of future  
5 inflation, and thus there is no compelling reason to substitute Ms. McCullar’s forecast for  
6 the Company’s actual historical experience.

7  
8 **A. Ms. McCullar Overstates the Level of Inflation in the Traditional Net Salvage**  
9 **Analysis**  
10

11 **Q. What is the basis for Ms. McCullar’s adjustments to the historical net salvage data?**

12 A. Ms. McCullar bases her adjustments to the historical net salvage data on her contention  
13 that the level of historical inflation incorporated into the traditional net salvage analysis is  
14 higher than the level of future inflation that she expects to occur.<sup>3</sup> Ms. McCullar proposes  
15 a method of analysis to adjust the data so that the level of inflation in the historical data is  
16 replaced with a lower level of inflation that she expects to occur in the future.<sup>4</sup> However,  
17 Ms. McCullar’s analysis suffers from two important flaws. First, Ms. McCullar fails to  
18 properly consider the difference in time periods between the age of retirements in the  
19 historical data and the expected lives of assets currently in service. Second, Ms.  
20 McCullar’s analysis is contingent on the assumption that her estimate of future inflation,

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<sup>3</sup> For example, on page 13 of her Direct Testimony, Ms. McCullar states that she “did consider the amount of high historic inflation incorporated in Company’s historic net salvage analysis.”

<sup>4</sup> For example, on page 12 of her Direct Testimony, Ms. McCullar describes her method by stating, “[o]nce the impact of the high historic inflation levels have been removed, the next step is to use a more reasonable estimate of inflation to aid in forecasting the future net salvage amounts.”

1 which is based on a relatively short-term inflation target, will be accurate for 45 years or  
2 more. The first of these flaws demonstrates that Ms. McCullar's analysis is fundamentally  
3 incorrect. The second flaw demonstrates that Ms. McCullar's analysis is, in my view,  
4 based on an assumption that is uncertain at best.

5  
6 **Q. What is inflation?**

7 A. Inflation is defined to be a general increase in prices or fall in the purchasing value of  
8 money. In the context of Ms. McCullar's testimony, she uses the term to describe the  
9 change in costs over time (e.g., removal costs or the original cost of assets placed into  
10 service). As such, there are two key inputs in determining the level of inflation: (1) the  
11 rate of inflation and (2) the time period over which inflation occurs. Both have an impact  
12 on the overall level of inflation. Importantly, Ms. McCullar's testimony and her  
13 calculations only focus on the first of these inputs.<sup>5</sup> Ms. McCullar does not properly  
14 consider that the time period over which inflation occurs can have just as much of an impact  
15 as the rate of inflation, if not more.

16  
17 **Q. How does Ms. McCullar support her contention that the historical inflation in the  
18 statistical analysis is higher than should be incorporated into the net salvage analysis?**

19 A. Ms. McCullar observes that the inflation rate was high in the 1970s and 1980s. She then  
20 concludes that "SUEZ's use of the net salvage analyses which includes these high historical  
21 inflation rates assumes that the same high inflation rates will continue in the future, this is

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<sup>5</sup> Additionally, as I will discuss in Section II.B., there are reasons to doubt Ms. McCullar's use of the Consumer Price Index as a reasonable measure of the changes in removal costs over time. That is, there are also problems with Ms. McCullar's assumptions with regard to the rate of inflation.

1 not a reasonable assumption.”<sup>6</sup> This statement is incorrect. Although there were some  
2 years in the past that had relatively high inflation rates, the overall time period over which  
3 any inflation included in the historical net salvage analysis occurred is typically less than  
4 the overall time period that Company’s current assets will be in service. As a result, it is  
5 fundamentally incorrect to state that the historical net salvage analysis assumes that the  
6 same inflation rate will continue in the future.

7  
8 **Q. Why is the overall time period included in the net salvage analysis less than the overall**  
9 **time period that the Company’s assets will be in service?**

10 A. For most real-world property groups, the average age at which assets have historically been  
11 retired is less than the overall average service life of the group. As an example to illustrate  
12 this concept, consider a group of 20 pumps, each with the same original cost. If one pump  
13 is retired each year over a 20-year period, then the group will have an average service life  
14 of 10 years.<sup>7</sup> However, if after the tenth year one were to observe the average age at which  
15 retirements have occurred, one would find that average age to be only five years.<sup>8</sup> Thus,  
16 the average age of retirements is less than the average service life.

17 Further, for assets that are currently in service, the overall average life expectancy  
18 (or the “probable life” of the group) will be greater than the average service life (unless  
19 every asset is brand new). The probable life is equal to the average service life at age zero,

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<sup>6</sup> Direct Testimony of Roxie McCullar at 9:1-3.

<sup>7</sup> The assets in this group will have lives of 0.5, 1.5, 2.5, . . . , 18.5, and 19.5 years, as one asset from the group will be retired at the midpoint of each year. The average of these lives is  $(0.5 \times 1 + 1.5 \times 1 + \dots + 18.5 \times 1 + 19.5 \times 1) / 20 = 10$  years.

<sup>8</sup> At age 10, retirements recorded to date would have occurred at ages 0.5, 1.5, . . . , 8.5, and 9.5. The average of these ages is  $(0.5 \times 1 + 1.5 \times 1 + \dots + 8.5 \times 1 + 9.5 \times 1) / 10 = 5$  years.

1 but increases with age. In this example, the probable life at age 10 is 15 years.<sup>9</sup>

2 To further explain this concept, consider that the average life expectancy of an  
3 American at birth is a little less than 80 years (to put this in depreciation terms, the average  
4 service life of an American is a little less than 80 years). However, a person who is 80  
5 years of age is not expected to die the next day. Instead, their remaining life expectancy is  
6 longer than zero and their overall life expectancy (or probable life) is longer than 80 years.

7  
8 **Q. Do these same concepts also apply to utility property and to the net salvage analysis?**

9 A. Yes. These same concepts are true for groups of utility property, in part because most  
10 property groups experience growth (both real and inflationary). For the net salvage  
11 analysis, the ages of retirements (as well as the historical inflation rate) determine the level  
12 of inflation in the historical analysis. The net salvage percentages resulting from the net  
13 salvage analysis are referred to as “realized net salvage,” meaning that they represent the  
14 net salvage that has occurred to date.<sup>10</sup> The level of inflation incorporated into realized net  
15 salvage is a function of the age of historical retirements.

16 However, it is “future net salvage,” the net salvage that will occur in the future for  
17 the assets currently in service, which both Ms. McCullar and I agree needs to be estimated  
18 in the depreciation study.<sup>11</sup> The level of inflation that will occur over the life of the assets  
19 in the property group is a function of the probable life, not the average age of retirements.

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<sup>9</sup> At age 10, the remaining assets will have lives of 10.5, 11.5, . . . , 18.5, and 19.5 years. The average of these lives is  $(10.5 \times 1 + 11.5 \times 1 + \dots + 18.5 \times 1 + 19.5 \times 1) / 10 = 15$  years.

<sup>10</sup> Technically the net salvage analysis may include only a subset of the realized net salvage incurred to date, in the event net salvage data is not available for the full history of a utility company.

<sup>11</sup> Ms. McCullar shows future net salvage included in her formula for remaining life depreciation calculations on page 4 of her Direct Testimony and uses the term “future net salvage” throughout her testimony. For example, on page 5 she states, “[t]he future net salvage percent and the average remaining life are estimates proposed in the Depreciation Study.”

1 For this reason, it is incorrect for Ms. McCullar to assert that the net salvage analysis  
2 projects the same inflation rate that has occurred in the past. By only focusing on the  
3 inflation rate, Ms. McCullar fails to recognize that the time period over which inflation  
4 occurs for the realized net salvage in the net salvage analyses is typically less than the time  
5 period over which inflation will occur for future net salvage.

6  
7 **Q. Please provide an example to demonstrate that Ms. McCullar's assertion is incorrect.**

8 A. Consider as an example Account 311, Pumping Equipment, which is an account for which  
9 Ms. McCullar proposes a different net salvage estimate than mine. The average service  
10 life estimate for this account is 45 years. The average probable life for the account is  
11 somewhat longer, and is about 48 years. Both the average service life and the probable life  
12 are longer than the time period over which assets included in the net salvage analysis were  
13 in service (that is, the age of historical retirements).

14 The net salvage analysis for this account is based on historical data recorded for the  
15 period 2007 to 2016. For this period, the average age of retirements in the historical  
16 analysis is about 39 years, which is considerably shorter than both the average service life  
17 and probable life for the account. Thus, the period of time over which inflation occurred  
18 for assets that have been historically retired, which is the 39-year average age of  
19 retirements, is considerably shorter than the probable life of assets in the account. To put  
20 this concept another way, the time period incorporated into the realized net salvage is, on  
21 average, 9 years shorter than the time period expected for future net salvage.

22  
23 **Q. How does the difference in time period between the average age of retirements and**

1           **the probable life impact future net salvage estimates based on the traditional net**  
2           **salvage analysis?**

3    A.     As demonstrated above, the age of retirements for assets included in the analysis of realized  
4           net salvage (i.e., the traditional net salvage analysis) is different from the age of future  
5           retirements. This difference in time period has an impact on the level of inflation that  
6           occurs and on the inflation rate inherent to a net salvage estimate based on the historical  
7           analysis.

8  
9    **Q.     How does Ms. McCullar’s analysis fail to incorporate the impact of the time period**  
10           **over which inflation occurs?**

11   A.     Ms. McCullar’s analysis focuses only on the inflation rates, and does not properly consider  
12           the difference in time periods between the average age of retirements in the statistical  
13           analysis and the probable life of assets currently in service. Consider the example  
14           discussed above for Account 311. For Ms. McCullar’s calculations, she first removes the  
15           historical inflation that has occurred over an average period of 39 years. However, when  
16           she adjusts the data to substitute her 2 percent inflation rate estimate in place of the  
17           experienced historical inflation, she only does so for an average time period of 39 years.  
18           She does not use the probable life of 48 years, as she would need to do to perform this type  
19           of analysis correctly. As a result, Ms. McCullar effectively assumes that the average  
20           probable life of the assets in this account is only 39 years, which is shorter than the average  
21           service life estimate of 45 years for this account and the average probable life of 48 years.

22                   The result is that Ms. McCullar’s analysis produces results that are less negative  
23           than had she properly considered the time period over which inflation has and will occur

1 for the Company's assets. Given this flaw in her analysis, Ms. McCullar's results are  
2 unreliable and do not provide a reasonable basis for her net salvage estimates.

3  
4 **B. Ms. McCullar Has Not Used a Reasonable Long-Term Inflation Rate for Her Analysis**

5  
6 **Q. What does Ms. McCullar recommend as a future inflation rate to use in her analysis?**

7 A. Ms. McCullar recommends that a "reasonable estimate of inflation is 2%."<sup>12</sup> Her estimate  
8 is based on the inflation target established by the Federal Open Market Committee.<sup>13</sup>

9  
10 **Q. Do you agree that it is reasonable to substitute this estimate of inflation in the  
11 statistical analysis of historical data?**

12 A. No. In addition to the flaws in Ms. McCullar's analysis discussed in the previous section,  
13 I do not think it is appropriate to simply assume that inflation will occur at a 2 percent  
14 annual rate for the next 40, 50, or 60 years. Ms. McCullar has not provided a compelling  
15 reason to assume that her inflation estimate will be more accurate than the Company's  
16 historical experience, nor has she provided a compelling reason to believe that future  
17 inflation will be significantly different than inflation that has occurred over previous long-  
18 term periods of time.

19  
20 **Q. Why do you state that the inflation forecast must be accurate for 45 years or more?**

21 A. For the two accounts for which Ms. McCullar proposes an adjustment to my net salvage  
22 estimates, the average service life estimates range from 45 to 110 years. However, these

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<sup>12</sup> Direct Testimony of Roxie McCullar at 12:13.

<sup>13</sup> Direct Testimony of Roxie McCullar at 13:1-11.

1 are only the estimates of average service lives. Because each account will have a dispersion  
2 of lives,<sup>14</sup> many assets will live even longer than the average. For these reasons, for Ms.  
3 McCullar's analysis to be valid her forecast of future inflation must be accurate for at least  
4 the 45 to 110-year average service lives (and actually even longer because many assets will  
5 live longer than the average).

6  
7 **Q. Why do you believe it is not appropriate to substitute Ms. McCullar's inflation rate**  
8 **estimate for the Company's historical experience?**

9 A. There are four primary reasons that I do not believe that Ms. McCullar's inflation estimate  
10 is appropriate to use in lieu of the Company's historical data: (1) the inherent challenges in  
11 estimating inflation over the course of many decades; (2) that history does not support Ms.  
12 McCullar's estimate to be reasonable; (3) that the Consumer Price Index (CPI) is not the  
13 best measure of cost increases for utility projects; and (4) that an inflation target should not  
14 be used as a proxy for future inflation.

15  
16 **Q. What is the uncertainty with estimating future inflation over many decades?**

17 A. An estimate of future inflation over a period of 45 years or more would require an  
18 understanding of economic conditions many decades in the future. Given the uncertainty  
19 the future brings, it would be impossible to accurately predict economic conditions four  
20 decades from now. I do not believe it is appropriate to simply assume that the Federal  
21 Open Market Committee's current inflation target will predict the inflation rate over a  
22 period of 45 years or more.

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<sup>14</sup> A "dispersion of lives" refers to the fact that many assets will have shorter lives than the average life, and many will have longer lives than the average life.

1           As further evidence of the inherent difficulty of long-term inflation forecasts, the  
2 Federal Reserve also compiles inflation forecasts from a survey of professional  
3 forecasters.<sup>15</sup> The longest-term such forecasts in the survey are for 10 years – a much  
4 shorter period of time than the time period for which Ms. McCullar’s estimate must be  
5 accurate for her analysis to have any validity. Given that the Federal Reserve does not  
6 publish inflation forecasts for a period longer than 10 years, it does not seem reasonable to  
7 me for Ms. McCullar to simply assume that the Federal Open Market Committee’s current  
8 inflation target will predict future inflation over a much longer period of time.

9           The historical record of these inflation forecasts provides further evidence for this  
10 concept. First, the median forecast of long-term inflation in recent years is higher than Ms.  
11 McCullar’s proposal. For example, the most recent median of 10-year inflation forecasts  
12 compiled by the Federal Reserve is 2.34 percent, which is higher than Ms. McCullar’s  
13 inflation estimate.<sup>16</sup> Further, past forecasts show that inflation often ends up being  
14 different than expected. For example, inflation forecasts in the 1950s and 1960s were  
15 lower than actual inflation that occurred in the 1970s and 1980s. It is similarly possible  
16 that the inflation that occurs over the coming decades will be higher than Ms. McCullar’s  
17 estimate (and the Federal Open Market Committee’s target).

18  
19 **Q. Please explain how history does not support Ms. McCullar’s proposal.**

20 **A.** Again, for Ms. McCullar’s analyses to have any validity, her inflation estimate must be

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<sup>15</sup> The Livingston Survey, published by the Philadelphia Federal Reserve, can be found at:  
<https://www.philadelphiafed.org/research-and-data/real-time-center/livingston-survey>.

<sup>16</sup> See page 10 of the December 2017 release of the Livingston Survey, which can be found at:  
<https://www.philadelphiafed.org/research-and-data/real-time-center/livingston-survey>.

1 reasonable for a period of 45 years or more. In support of her estimate, Ms. McCullar  
2 states that “the CPI has averaged around 2 percent per year for at least the last 20 years.”<sup>17</sup>  
3 However, this is too short a period of time to assess the reasonableness of a long-term  
4 forecast when determining net salvage for utility property that has average service lives  
5 that are much longer than 20 years.

6 A more complete analysis of the CPI data Ms. McCullar used for her testimony is  
7 provided in Figure 2 below. The chart shows the annual inflation rate for every 40-, 50-,  
8 and 60-year period included in the CPI data (which begins in 1913). The chart also  
9 compares these inflation rates to Ms. McCullar’s inflation estimate of 2 percent. As the  
10 chart demonstrates, for every 60-year period available (shown as a solid black line),  
11 inflation has been higher than Ms. McCullar’s estimate of 2 percent. Further, for every 40-  
12 year period (shown as the smaller-dashed line) that began after 1930 and for every 50-year  
13 period (shown as the larger-dashed line) that began after 1924, the annual inflation rate has  
14 been higher than Ms. McCullar’s estimate.<sup>18</sup> The only 40- and 50-year periods for which  
15 inflation was lower than Ms. McCullar’s estimates include the Great Depression and the  
16 associated deflationary period.

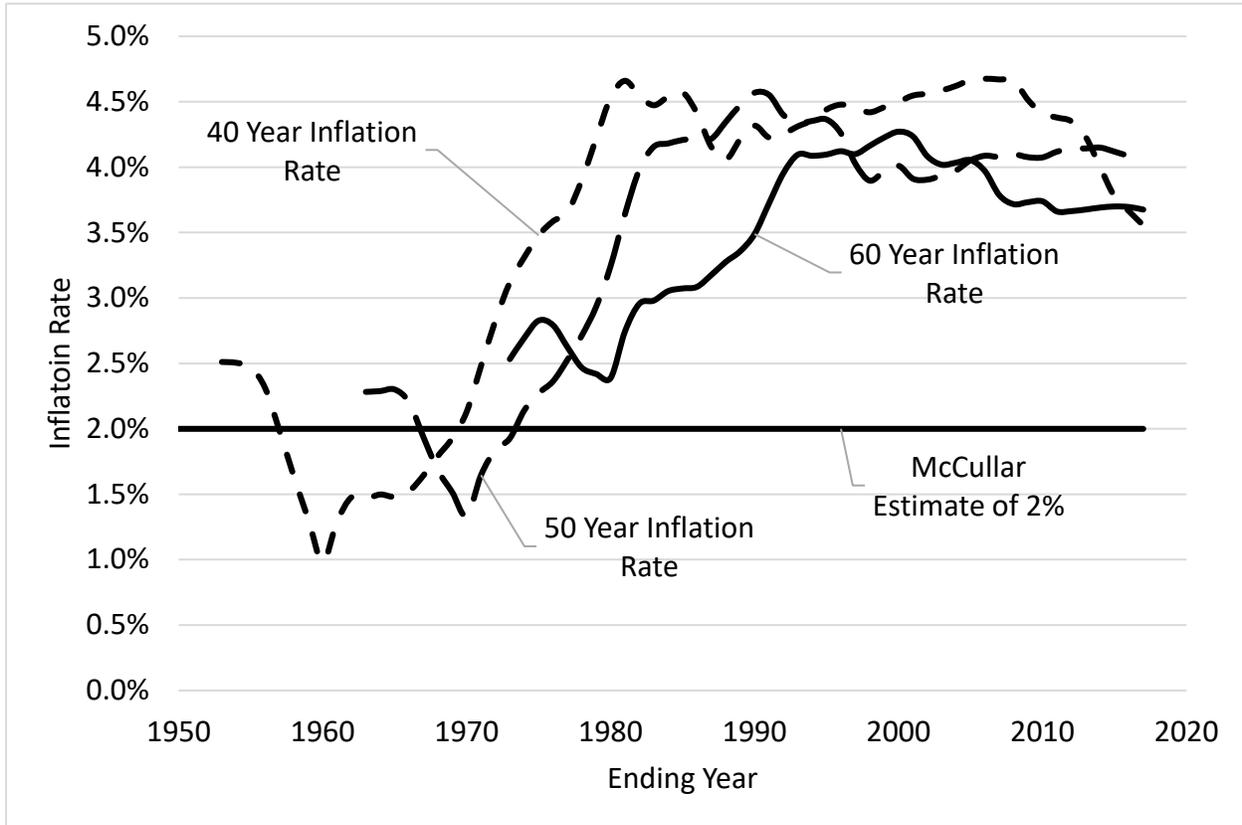
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<sup>17</sup> Direct Testimony of Roxie McCullar at 12:16-17.

<sup>18</sup> The years shown in the graph are the ending years of the 40-, 50-, or 60-year period. Thus, for example, the 40-year period shown with an ending year of 1970 began in 1930.

1

**Figure 1: Long-Term Inflation Rates Over 40-, 50- and 60-Year Periods**



2

3

Thus, for Ms. McCullar's long-term inflation forecast to be accurate, future inflation would need to be lower than almost every 40-, 50-, or 60-year period since 1913. Ms. McCullar has not provided sufficient reason to expect that the long-term future will be significantly different from the long-term past, and accordingly she has not provided sufficient justifications for her decision to significantly alter the Company's historical net salvage data.

9

10 **Q. Why is CPI not necessarily the best inflation index to use for Ms. McCullar's analysis?**

11 A. When estimating net salvage, the goal is to estimate what the cost of retiring the Company's  
12 assets (net of any gross salvage) will be at the time the assets are retired. To the extent

1 removal costs change over time, they do not necessarily change at the rate of inflation. For  
2 example, utility labor costs may increase faster than general price inflation, and work  
3 requirements may add to the cost of retiring assets. For these reasons, the CPI index used  
4 by Ms. McCullar, which measures general price changes throughout the economy for many  
5 different goods and services, is not necessarily the appropriate index to use for the analysis  
6 she has performed. Indeed, Wolf and Fitch (whom Ms. McCullar relies on in support of  
7 her analysis) make a similar observation. The authors note that “[a]n important question  
8 centers on which inflation factor to use.” After explaining CPI, Wolf and Fitch then state:

9 It is desirable to obtain specialized indexes that reflect the inflation rates in  
10 special segments of the economy, and in fact firms specialize in estimating  
11 these factors. Different indexes may apply to gross salvage and cost of  
12 retiring and the appropriate index for gross salvage in one account will  
13 generally differ from that another account.<sup>19</sup>

14 One such index is the Handy Whitman construction cost index, which has increased at a  
15 faster rate than CPI in recent years. For example, while Ms. McCullar cites the average  
16 inflation rate based on CPI over the past 20 years,<sup>20</sup> the chart below demonstrates that the  
17 Handy Whitman Index for Account 331, Mains (shown as the solid black line in the chart),  
18 has increased at a faster pace over the same period.<sup>21</sup> Indeed, while the CPI has increased  
19 at an annual rate of somewhat more than 2 percent over this period of time, the Handy  
20 Whitman Index has increased at an annual rate of more than 3 percent. This provides  
21 further evidence that the 2 percent inflation estimate made by Ms. McCullar is not  
22 appropriate for her analysis.

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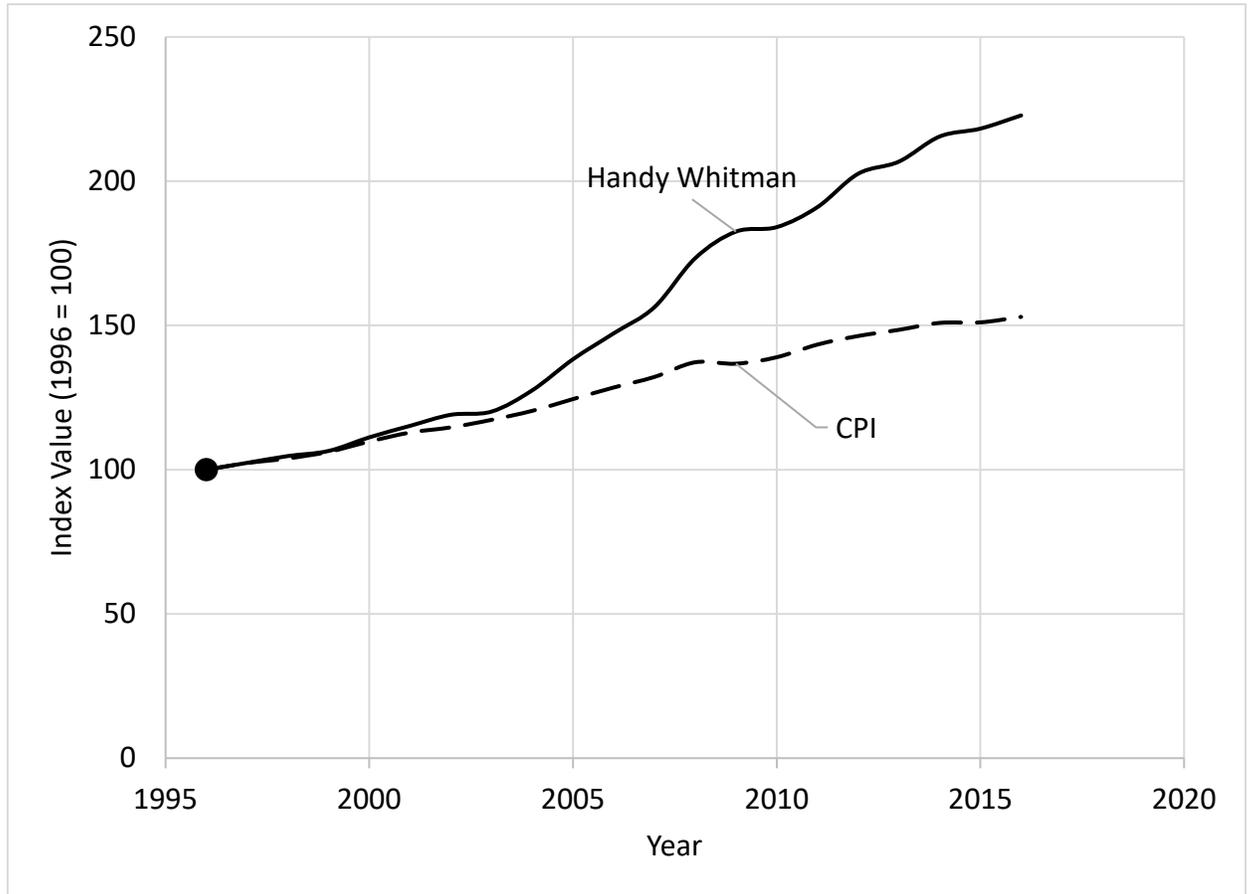
<sup>19</sup> *Depreciation Systems*, Frank Wolf and Chester Fitch, 1994, p. 61.

<sup>20</sup> Direct Testimony of Roxie McCullar at 12:16-17.

<sup>21</sup> The Handy Whitman Index for Mains and Accessories for the North Atlantic region is used for this chart. 2016 is used as the most recent full year available for the Handy Whitman Index.

1  
2

**Figure 2: Comparison of CPI and Handy Whitman Index for Account 331, Mains, 1996-2016**



3

4 **Q. What is the problem with using an inflation target as an estimate of long-term future**  
5 **inflation?**

6 A. Many of the problems with Ms. McCullar's approach of using an inflation target as a proxy  
7 for long-term inflation are similar to those discussed previously, such as the uncertainty in  
8 predicting long-term economic conditions and the question of whether the CPI is an  
9 appropriate cost index to use for Ms. McCullar's analysis. Again, the median forecast  
10 compiled by the Federal Reserve is for a higher inflation rate than the Federal Open Market  
11 Committee's target. However, another problem arises because the Federal Open Market  
12 Committee's goal is not just to hit its inflation target. Other economic factors also are

1 considered by the Federal Open Market Committee, as noted in the Federal Open Market  
2 Committee statement provided by Ms. McCullar:

3 In setting monetary policy, the Committee seeks to mitigate deviations of  
4 inflation from its longer-run goal and deviations of employment from the  
5 Committee's assessments of its maximum level. These objectives are  
6 generally complementary. However, under circumstances in which the  
7 Committee judges that the objectives are not complementary, it follows a  
8 balanced approach in promoting them, taking into account the magnitude of  
9 the deviations and the potentially different time horizons over which  
10 employment and inflation are projected to return to levels judged consistent  
11 with its mandate.<sup>22</sup>

12 Thus, this statement acknowledges that the 2 percent inflation target is a target, not the  
13 actual inflation rate that will occur over a long-term period of time, and also affirms that  
14 the inflation rate is not the only economic goal of the Federal Open Market Committee.

15  
16 **Q. Based on these considerations, are Ms. McCullar's adjustments to the historical data**  
17 **reasonable?**

18 A. No. As I have explained in the previous section, there are significant flaws that discredit  
19 Ms. McCullar's analysis. However, even if Ms. McCullar had performed her analysis  
20 correctly, there is not a sufficient basis to assume, as Ms. McCullar does, that inflation will  
21 average 2 percent per year over the next 45 years or more. Doing so assumes that the future  
22 will be very different from almost any long-term historical period. Instead, the most  
23 reasonable basis for the Company's net salvage estimates is the analysis of the unadjusted  
24 historical data that I have used in the Depreciation Study.

25  
26 **C. Ms. McCullar Does Not Follow the Instructions in Wolf and Fitch**  
27

---

<sup>22</sup> Schedule RMM-4.

1 **Q. What authority does Ms. McCullar rely on in support of the analysis she has**  
2 **performed?**

3 A. Ms. McCullar cites Wolf and Fitch as an authority that supports her analysis. She states  
4 that Wolf and Fitch “discusses a method that first converts ‘the observed dollars to constant  
5 dollars’ which removes the high historic inflation rates, and then use a more reasonable  
6 estimate of the inflation.”<sup>23</sup> There are two significant problems with Ms. McCullar’s  
7 assertion that Wolf and Fitch supports her analysis. First, this is not an accurate  
8 characterization of Wolf and Fitch, who do not state anywhere in the text that the intent of  
9 the analysis to which Ms. McCullar cites is to “use a more reasonable estimate of the  
10 inflation.” Instead, a more complete reading of Wolf and Fitch makes clear that the primary  
11 intent of the net salvage models presented by the authors is to account for the concepts I  
12 discussed in Section II.A., namely, that the differences in time periods between the age of  
13 historical retirements and the average age of future retirements impacts the traditional net  
14 salvage analysis.

15 The second problem is that Ms. McCullar’s analysis is not what is actually  
16 presented in Wolf and Fitch. Instead, Ms. McCullar’s analysis appears to be her own  
17 creation and is fundamentally flawed. If she had followed the instructions in the text, her  
18 analysis would have produced very different results.

19

20 **Q. What is the context of the Wolf and Fitch chapter cited by Ms. McCullar?**

21 A. In support of her analysis, Ms. McCullar cites Chapter 14 of Wolf and Fitch, which is titled  
22 “Salvage Analysis and Forecasting.”<sup>24</sup> This chapter is focused on detailed mathematical

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<sup>23</sup> Direct Testimony of Roxie McCullar at 11:11-12.

<sup>24</sup> Wolf and Fitch use the term “salvage” to refer to “net salvage,” i.e., gross salvage net of cost of removal.

1 models that can be used to estimate future net salvage. As the first sentence of the chapter  
2 explains:

3 This chapter discusses the analysis of aged salvage data and illustrates the  
4 use of a mathematical model to help estimate future salvage.<sup>25</sup>

5 The models described in the text are complex and not only require aged net salvage data,  
6 but also require a detailed analysis of the mortality characteristics of the property group  
7 studied and the factors that that have an impact on realized net salvage and future net  
8 salvage. However, the intent of these models is not to use a different estimate of inflation,  
9 as Ms. McCullar asserts, but instead to account for the fact that realized net salvage is not  
10 always representative of average and future net salvage (due primarily to the lower age of  
11 historical retirements than the age of future retirements).<sup>26</sup> In concluding the chapter, Wolf  
12 and Fitch summarize this concept as follows:

13 Salvage ratios are a function of inflation. For long-lived property, the  
14 salvage associated with the longest-lived property is affected most.  
15 However, this may not be reflected in the data for some time. A  
16 mathematical model that includes the effect of salvage can be a valuable  
17 forecasting tool. Salvage data by age contains information helpful for  
18 constructing and verifying a mathematical model.<sup>27</sup>

19 As this passage makes clear, the purpose of the mathematical model is to incorporate the  
20 impact of inflation on future net salvage for long-lived property that is not reflected in the  
21 historical data due to the age of historical retirements. Ms. McCullar's analysis focuses  
22 only on changing the inflation rate, without accounting for the impact of the age of  
23 retirements on realized net salvage as compared to future net salvage. Thus, not only is

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<sup>25</sup> *Depreciation Systems*, Frank Wolf and Chester Fitch, 1994, p. 260.

<sup>26</sup> While these models can accommodate changes to any variable (such as the inflation rate or the time period), the full texts of Wolf and Fitch make clear that their focus is on the ages of past and future retirements as the most important variables.

<sup>27</sup> *Depreciation Systems*, Frank Wolf and Chester Fitch, 1994, p. 267.

1 Ms. McCullar's analysis flawed, but it is not supported by Wolf and Fitch.

2  
3 **Q. Are the models described in Wolf and Fitch widely used for net salvage analysis in**  
4 **utility rate proceedings?**

5 A. No. Although these models can be useful tools for estimating future net salvage, they are  
6 not widely used because of their complexity and because the data required to properly use  
7 the models is not normally available. As the opening sentence of Chapter 14 of Wolf and  
8 Fitch makes clear, the models described by Wolf and Fitch require "aged salvage data,"  
9 meaning that for every cost of removal and gross salvage transaction analyzed, the age of  
10 retirements is known. Aged salvage data is typically not available for a depreciation study,  
11 a fact which is observed by Wolf and Fitch:

12 Salvage analysis starts with an examination of the data reflecting total  
13 annual costs. Often these are the only data available.<sup>28</sup>

14 Wolf and Fitch explain the type of net salvage analysis that should be used to analyze data  
15 reflecting total annual costs, which is the analysis I have used in the Depreciation Study. I  
16 also note that Wolf and Fitch provide an example (Table 14.3 in the text), which is the  
17 same analysis I have performed for the Depreciation Study.<sup>29</sup>

18  
19 **Q. Does the Company have aged net salvage data?**

20 A. No. Aged net salvage data not only requires the age of each retirement to be known, but  
21 also that each cost of removal and gross salvage transaction can be associated with each

---

<sup>28</sup> *Depreciation Systems*, Frank Wolf and Chester Fitch, 1994, p. 261.

<sup>29</sup> *Depreciation Systems*, Frank Wolf and Chester Fitch, 1994, p. 261, which references Table 14.3 on page 271 of the same text.

1 retirement by age. It is rare for this type of data to be available due to the nature of real-  
2 world utility operations and the record-keeping that would be required to maintain aged net  
3 salvage data. Consider, as an example, a project to replace distribution mains on a city  
4 block. The work involved in such a project would often result in the retirement not only  
5 of the mains, but also services (which may be replaced either because different main type  
6 are utilized or because larger mains are needed) and other assets such as valves. Because  
7 the mains, services and valves may not have been installed at the same time, and because  
8 some of these assets are associated with different plant accounts, it would be very difficult  
9 (if not impossible) to track and associate costs for each removal activity to the age of each  
10 asset being retired. For this reason, aged net salvage data is rarely available for a  
11 depreciation study. This is one reason why the method of analysis I have used in the  
12 Depreciation Study, which Wolf and Fitch explains is the analysis that is used if aged net  
13 salvage data is not available, is the most widely used method of analysis for depreciation  
14 studies.

15  
16 **Q. What does Wolf and Fitch advise should be considered if aged net salvage data is not**  
17 **available, as is the case for the Company?**

18 A. Wolf and Fitch make clear that the analyst must consider the age of historical retirements,  
19 and that these ages are typically less than the average service life (and thus also shorter  
20 than the probable life). This underscores my point that, contrary to Ms. McCullar's  
21 assertion, the intent of the models described by Wolf and Fitch is to account for the  
22 difference in time periods in the historical net salvage analysis and not to change the  
23 historical inflation rate. Specifically, Wolf and Fitch state:

1 Often the only available data are the total annual gross salvage and  
2 cost of retiring. An example of this type of data is shown in Table 14.3.  
3 When analyzing unaged salvage, remember that realized salvage depends  
4 on the age of the retirements. Realized salvage starts at zero and does not  
5 reach the average until the final unit in the group is retired. Thus, the  
6 average age of the annual retirements and the average life of the group are  
7 important variables. Continuous property groups showing growth typically  
8 have large differences between the average age of the retirements and the  
9 average life of the group.<sup>30</sup>

10

11 **Q. Had Ms. McCullar attempted to more accurately follow the instructions in Wolf and**  
12 **Fitch, would her results be different from what she has proposed?**

13 A. Yes. Had Ms. McCullar faithfully followed the instructions in Wolf and Fitch, she would  
14 have followed the mathematical models set forth in the text. For example, this would mean  
15 creating tables similar to Table 6.11 in Wolf and Fitch. Ms. McCullar has not done so, and  
16 thus the results of her analysis do not form a reasonable basis for estimating net salvage.

17

18 **D. Ms. McCullar's Net Salvage Methodology Has Been Previously Rejected**

19

20 **Q. Is the method of analysis proposed by Ms. McCullar widely accepted in the industry?**

21 A. No. In fact, I am not familiar with many cases in which her proposed method of analysis  
22 has even been proposed, much less accepted. Although through the years Ms. McCullar's  
23 firm has proposed a variety of different unorthodox approaches to determining net salvage  
24 (which also have gained limited acceptance), I am familiar with only one case in which  
25 Ms. McCullar's firm proposed the same (or similar) analysis to what Ms. McCullar has  
26 proposed in the instant case. That case was a 2007 rate case in Missouri for AmerenUE

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<sup>30</sup> *Depreciation Systems*, Frank Wolf and Chester Fitch, 1994, p. 267 (emphasis added).

1 (now AmerenMO).<sup>31</sup> The Missouri Public Service Commission (MPSC) rejected their  
2 proposal.

3 As the MPSC explained, Ms. McCullar's colleague, William Dunkel,  
4 recommended that:

5 the Commission adjust the accrual method of calculating future net  
6 salvage by substituting a projection of future inflation for the historic  
7 inflation actually experienced when conducting an analysis of net salvage.<sup>32</sup>

8 The MPSC rejected Mr. Dunkel's proposal, explaining:

9 The proposal to substitute projections of future inflation for historic rates of  
10 inflation is flawed by an overstatement of the average age of historical  
11 retirements used in the formulas for substituting projected future inflation  
12 for historic rates of inflation. As explained by AmerenUE's witness,  
13 William Stout, MIEC [Missouri Industrial Energy Consumers] and Public  
14 Counsel would use average service life as the average age of future  
15 retirements. The average age of future retirements is not the average service  
16 life, but rather is the average probable life. The average probable life is the  
17 same as average service life when an asset is first placed in service, but as  
18 time passes the average probable life continues to increase beyond the  
19 average service life. This is the same effect experienced in human life  
20 expectancy. At birth, a child may have a life expectancy of 70 years, but a  
21 69-year-old may still have a life expectancy of more than one year. The use  
22 of probable life would result in the inclusion of more future inflation than  
23 was recognized by MIEC and Public Counsel and would invalidate their  
24 proposed adjustments.

25  
26 Even more fundamentally, MIEC and Public Counsel have failed to  
27 demonstrate any reason to believe their estimates of future inflation are a  
28 more reliable predictor of future inflation than the past history used by Staff  
29 and AmerenUE in their calculations. Expert predictions of future inflation  
30 can be little more than guesswork. It is impossible to accurately predict  
31 what inflation might occur 30 or 40 years in the future. No doubt if an  
32 esteemed panel of experts had been polled in 1960 they never would have  
33 predicted the severe inflation of the 1970s and 1980s. Similarly, today's  
34 experts cannot possibly foresee whatever inflation may occur in 2023. The  
35 Commission finds past history to be a better predictor of future inflation for  
36 ratemaking purposes.<sup>33</sup>

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<sup>31</sup> MPSC Case No. ER-2007-0002.

<sup>32</sup> Report and Order, MPSC Case No. ER-2007-0002, Issued May 22, 2007, p. 90.

<sup>33</sup> Report and Order, MPSC Case No. ER-2007-0002, Issued May 22, 2007, pp. 92-93.

1 **Q. Has Ms. McCullar provided any other cases in which her proposed method of net**  
2 **salvage analysis was proposed or accepted by a regulatory commission?**

3 A. No. Ms. McCullar did not provide any such examples in her testimony. She does cite  
4 cases in Connecticut, the District of Columbia, Maryland, New Jersey and Pennsylvania  
5 that she claims to “recognize the inflated dollars included in net salvage ratios”<sup>34</sup>.  
6 However, in none of these cited cases was the specific method used in the instant case by  
7 Ms. McCullar proposed. Further, New Jersey and Pennsylvania do not include net salvage  
8 in the depreciation rate, so these Commissions did not adopt “methods of getting the future  
9 net salvage percent that recognizes the time value of cost of removal due to inflation”, as  
10 Ms. McCullar claims<sup>35</sup>, since net salvage percents were not established in the cases she  
11 cites.

12  
13 **Q. Are you familiar with any rate cases in which a regulatory commission held that the**  
14 **inflation that will occur over an assets’ full-service life should be considered when**  
15 **determining future net salvage costs?**

16 A. Yes. In a 2013 Federal Energy Regulatory Commission (FERC) opinion, the FERC held  
17 not only that future net salvage costs should be stated at the future cost level at which they  
18 will be incurred, but that not doing so would result in intergenerational inequity. While  
19 the issue at hand in the 2013 FERC case dealt specifically with the costs to retire power  
20 plants, the same concepts would apply to the net salvage for any type of property. This  
21 order is noteworthy for multiple reasons. The first is that FERC’s Uniform System of

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<sup>34</sup>Direct Testimony of Roxie McCullar at 10:3-5.

<sup>35</sup> Direct Testimony of Roxie McCullar at 11:1-2.

1 Accounts sets forth accounting requirements that require net salvage to be included in  
2 depreciation.<sup>36</sup> In this 2013 opinion, FERC further explains that net salvage must be future  
3 net salvage determined at the expected future cost. That is, FERC supports the concepts I  
4 have explained in my testimony and supports that the full-service life of future retirements  
5 should be considered when estimating future net salvage. Further, I note that in the 2013  
6 FERC case, FERC approved a future inflation rate estimate of 3 percent, which is higher  
7 than the 2 percent inflation rate Ms. McCullar proposes. A 3 percent inflation rate would  
8 result in Ms. McCullar's analysis producing different results, and further underscores my  
9 points that there is uncertainty in estimating long term inflation and that Ms. McCullar has  
10 not provided justification to assume that inflation will occur at a 2 percent rate over the  
11 next 45 years or more.

12 In the 2013 Opinion at paragraph 175, FERC stated:

13 We affirm the Presiding Judge's finding that Entergy has demonstrated that  
14 the decommissioning cost estimate should be escalated three percent  
15 annually to the retirement dates estimated for Entergy Arkansas' steam  
16 production units. Based on the record before us, we agree with the Presiding  
17 Judge that it is reasonable for the current decommissioning costs to be  
18 inflated to reflect future costs of decommissioning at the time of retirement  
19 in order to avoid intergenerational inequities between current and future  
20 ratepayers.<sup>37</sup>

21  
22 **Q. You indicated that Ms. McCullar's firm has proposed other unorthodox approaches**  
23 **to estimating net salvage. Are you familiar with any recent cases in which her**  
24 **proposals have been rejected?**

---

<sup>36</sup> Definition 37 of the Uniform System of Accounts states that "*Service value* means the difference between original cost and net salvage value of electric plant." General Instruction 22A of the Uniform System of Accounts states that "[u]tilities must use a method of depreciation that allocates in a systematic and rational manner the service value of depreciable property over the service life of the property."

<sup>37</sup> FERC Opinion No. 523, issued January 8, 2013, pp. 76-77, P. 175.

1 A. Yes. Ms. McCullar’s firm has not been consistent in the types of methods used in  
2 developing net salvage estimates in different cases in recent years. As an example, in a  
3 recent case in Washington for Puget Sound Energy, Ms. McCullar proposed a different  
4 method of estimating net salvage in which she compared the annual depreciation accruals  
5 resulting from her net salvage estimates to the annual amounts of net salvage the company  
6 had recently incurred. Ms. McCullar’s method proposed in that case is not an appropriate  
7 method of estimating future net salvage, as future net salvage costs should typically be  
8 expected to be higher (i.e., more negative) than recent net salvage costs. Accordingly, Ms.  
9 McCullar’s proposal in that case was rejected:

10 164. Public Counsel’s proposed alternative to the Settlement Stipulation’s  
11 treatment of net salvage of mass assets used in natural water operations  
12 appears to be based on testimony by Ms. McCullar that we find to be vague  
13 in its methodology, not supported by authoritative accounting literature, and  
14 supported by unwarranted assumptions. Mr. Spanos’ estimates of net  
15 salvage for natural water mass assets, in contrast, does not suffer from these  
16 deficiencies.

17 165. In addition, Ms. McCullar’s comparison of net salvage accruals to net  
18 salvage expenditures PSE [Puget Sound Energy] incurred during recent  
19 years would effectively recover net salvage as an operating expense, not a  
20 depreciation expense. We do not accept this result.

21 166. Thus, we reject Public Counsel’s alternative viewpoint and approve  
22 the Settlement Stipulation with respect to net salvage of mass assets that  
23 support PSE’s natural water operations.<sup>38</sup>

24 This case is of note because, while she does not present a similar proposal in her testimony  
25 in the instant case, Ms. McCullar does state that she also considered “the average actual  
26 net salvage expense incurred over the most recent time periods.”<sup>39</sup> Based on Ms.

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<sup>38</sup> See page 60 of the Final Order of the Washington Utilities and Transportation Commission in Dockets UE-170033 and UE-170034, issued on December 5, 2017. Although other parties in that case reached a settlement agreement that adopted most of the recommendations in PSE’s depreciation study, the Washington Public Counsel (Ms. McCullar’s client in that case) did not agree to the settlement and continued to argue for Ms. McCullar’s position.

<sup>39</sup> Direct Testimony of Roxie McCullar at 13:11-12.

1 McCullar’s testimony, it does not appear that this consideration had a material impact on  
2 her recommendations, which were instead based on the flawed analysis I have rebutted in  
3 my testimony. However, it is important for the Public Utilities Commission to recognize  
4 that a similar proposal made by Ms. McCullar recently was rejected in Washington.  
5 Additionally, a proposal made by Ms. McCullar’s firm related to net salvage was rejected  
6 in Massachusetts (“Eversource”).  
7

8 **Q. Can you comment on Ms. McCullar’s claim regarding net salvage in a recent**  
9 **proceeding in Oklahoma?**

10 A. Yes. The statement Ms. McCullar utilized in the Public Service of Oklahoma (PSO) case  
11 was from the Administrative Law Judge (ALJ). The actual Commission Order supported  
12 my methodology which was consistent with the PUD Staff for net salvage.  
13

14 **E. The Company’s Practice of Retiring Most Mains in Place**  
15

16 **Q. Ms. McCullar states that additional information she considered in developing her net**  
17 **salvage estimates was that the Company generally retires water mains in place, as**  
18 **opposed to removing these assets from the ground when retired.<sup>40</sup> Does this**  
19 **information support her proposals for less negative net salvage estimates than those**  
20 **you have proposed?**

21 A. No. Although Ms. McCullar correctly observes that most of the Company’s water mains  
22 in Account 331 are retired in place, she does not provide any reason to expect that this

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<sup>40</sup> Direct Testimony of Roxie McCullar at 20:4-7.

1 practice would result in cost of removal being materially different in the future than has  
2 been the case in the past. It is also unclear how the Company's practices for retiring these  
3 assets impacted Ms. McCullar's analysis, if they impacted her results at all. Ms. McCullar  
4 does not explain how the practice of retiring mains is factored into her estimates, other than  
5 to state that she considered this practice and to observe that the practice of retiring mains  
6 in place is "consistent with the net salvage data."

7  
8 **Q. Has the Company historically retired most mains in place?**

9 A. Yes. As a result, the costs associated with retiring these assets in place are already  
10 incorporated into the historical net salvage data and the results of the statistical net salvage  
11 analyses. Again, this appears to be acknowledged by Ms. McCullar, who observes that the  
12 practice of retiring mains in place is "consistent with the net salvage data."<sup>41</sup>

13  
14 **Q. Has Ms. McCullar provided any reason to expect that the Company's practice would  
15 be different in the future than has been the case historically?**

16 A. No. Based on her testimony, I believe that Ms. McCullar and I agree that the practice of  
17 retiring mains in place will be similar going forward as has been the case in the past. Thus,  
18 the practice of retiring water mains does not provide a reason to deviate from the results of  
19 the statistical net salvage analyses.

20  
21 **Q. Did you consider the Company's practices for retiring mains when developing your  
22 net salvage estimates?**

---

<sup>41</sup> Direct Testimony of Roxie McCullar at 20:6.

1 A. Yes. The Company historically has retired most mains in place, which also is consistent  
2 with the operations of many other water utilities. Because this has been the Company's  
3 historical practice, the costs of retirement associated with retiring mains in place are  
4 already incorporated into the analyses of the historical net salvage data. This consistent  
5 practice for retirements, therefore, provides a reason to expect that the historical net salvage  
6 analyses provide a reasonable basis for the estimation of future net salvage. Ms.  
7 McCullar's proposal to use a less negative net salvage estimate for mains is not the result  
8 of her observation of the practice for retiring mains. Instead, Ms. McCullar's estimates are  
9 based on her net salvage analyses, the flaws of which I have detailed in this rebuttal  
10 testimony.

11

12 **F. Response to Other Claims by Ms. McCullar**

13 **Q. Can you comment on Ms. McCullar's claim regarding additional retirements?**

14 A. Yes. First, it is only appropriate in determining depreciation rates that the actual plant in  
15 service reflects the proper plant balances. The entries that were recorded as retirements  
16 were assets physically removed prior to December 31, 2016, however, these entries were  
17 not recorded on the books as of December 31, 2016. Retirements reduce plant and the  
18 book reserve an equal amount. These entries were not included in the development of the  
19 net salvage ratios because the associated cost of removal and gross salvage had not been  
20 recorded as yet, so it would not be appropriate to develop a net salvage percent without  
21 both components.

22 **III. CONCLUSION**

23

1 **Q. Are Ms. McCullar's net salvage proposals appropriate and reasonable?**

2 A. No. As I have discussed in detail, Ms. McCullar's proposals are based on a flawed net  
3 salvage analysis and on assumptions of future inflation that do not stand up to scrutiny.  
4 Ms. McCullar's proposed method of net salvage analysis is not widely accepted, and is not  
5 even consistent with the instructions of the authority she cites in support of it. For these  
6 reasons, Ms. McCullar's net salvage estimates are not appropriate and should be rejected.  
7 In contrast, the net salvage estimates I have recommended are consistent with longstanding  
8 depreciation practices, based on widely accepted methods, consistent with the  
9 recommendations of authoritative depreciation textbooks, and are most reasonable based  
10 on the data available for the depreciation study.

11

12 **Q. Does this conclude your rebuttal testimony?**

13 A. Yes.