Exhibit No.:

Issue: Special Contracts, Incentive

Compensation, Corporate Cost Allocations, Rate Case Expense, Revenue and Transportation Service

Tariff Language

Witness: Christopher D. Krygier
Type of Exhibit: Rebuttal Testimony
Sponsoring Party: Liberty Utilities (Midstates

Natural Gas) Corp.

d/b/a Liberty Utilities

Case No.: GR-2014-0152

Date Testimony Prepared: July 30, 2014

MISSOURI PUBLIC SERVICE COMMISSION

CASE NO.: GR-2014-0152

REBUTTAL TESTIMONY

OF

CHRISTOPHER D. KRYGIER

ON BEHALF OF

LIBERTY UTILITIES (MIDSTATES NATURAL GAS) CORP. D/B/A LIBERTY UTILITIES

July 30, 2014

** Denotes Highly Confidential Information **

REBUTTAL TESTIMONY OF CHRISTOPHER D. KRYGIER

CASE NO. GR-2014-0152

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1		REBUTTAL TESTIMONY
2		OF
3		CHRISTOPHER D. KRYGIER
4		CASE NO. GR-2014-0152
5		POSITION AND QUALIFICATIONS
6	Q.	PLEASE STATE YOUR NAME, BUSINESS ADDRESS AND BUSINESS
7		AFFILIATION.
8	A.	My name is Christopher D. Krygier, my business address is 2751 North High Street,
9		Jackson, Missouri 63755. I am testifying on behalf of the applicant, Liberty Utilities
10		(Midstates Natural Gas) Corp. d/b/a Liberty Utilities ("Liberty Utilities" or "Company").
11	Q.	ARE YOU THE SAME CHRISTOPHER D. KRYGIER WHO SUBMITTED
12		DIRECT TESTIMONY ON BEHALF OF LIBERTY UTILITIES IN THIS CASE
13		ON FEBRUARY 6, 2014?
14	A.	Yes.
15		
16		PURPOSE OF TESTIMONY
17	Q.	WHAT IS THE PURPOSE OF YOUR REBUTTAL TESTIMONY IN THIS
18		CASE?
19	A.	The purpose of my testimony is to discuss the Direct Testimony of various Staff
20		witnesses regarding the following issues: Noranda's Special Contract, General Mills'
21		Special Contract, Incentive Compensation, Corporate Cost Allocations, Rate Case
22		Expense, Revenue and Transportation Service Tariff Language.

1	Q.	ARE YOU SPONSORING ANY SCHEDULES IN CONNECTION WITH YOUR	
2		TESTIMONY?	
3	A.	Yes, I sponsor Schedules CDK-R6 HC, CDK-R7 and CDK-R8 HC.	
4			
5		NORANDA – SPECIAL CONTRACT	
6	Q.	WHAT TREATMENT DID THE COMPANY PROPOSE IN ITS DIRECT	
7		TESTIMONY REGARDING THE NORANDA SPECIAL CONTRACT?	
8	A.	The Company proposed to treat the Noranda Special Contract in a manner similar to the	
9		prior Atmos rate case, Case No. GR-2010-0192. Under that treatment, the Company	
10		recognizes the actual revenue it receives under the contract during the test year.	
11	Q.	WHAT TREATMENT IS STAFF PROPOSING IN ITS COST OF SERVICE	
12		REPORT FOR THIS SPECIAL CONTRACT?	
13	A.	Staff proposes to impute ** ** to the Company	
14		relating to the Noranda Special Contract. Staff arrived at this level **	
15		** in lieu of the	
16		discounted rate in the previous (now expired) contract.	
17	Q.	WHAT IS A REVENUE IMPUTATION?	
18	A.	A revenue imputation is a ratemaking adjustment resulting in the placement of revenues	
19		on the company's books that it actually will not collect.	
20	Q.	WHAT RATIONALE DOES STAFF CITE TO RECOMMENDING THIS	
21		ADJUSTMENT?	

¹ Staff Cost of Service Report, Page 54, Lines 13-24

3 Q. DOES THE COMPANY AGREE WITH STAFF'S ASSESSMENT?

4 A. No. The Company believes that there is substantial support for the discounted rate.

5 Q. WHY DID THE COMPANY BELIEVE THAT IT WAS APPROPRIATE TO

ENTER INTO THIS SPECIAL CONTRACT WITH NORANDA?

A. It is important to note that the longstanding agreement with Noranda pre-dates the 2000 acquisition of Associated Natural Gas by Atmos Energy Corporation ("Atmos"). The contract was renewed in 2003 and, as I referenced in my Direct Testimony, the subject of Special Contracts was addressed in the Unanimous Stipulation and Agreement approved in Atmos' last rate case. Liberty Utilities and its predecessor companies have recognized that Noranda is a unique customer that would have the capability to bypass the Company's local distribution system (by obtaining a direct connection with Texas Eastern Transmission Company) or utilize an alternative fuel source, if the full Large Transportation rate was charged by the local distribution company. The Company believes that this customer might leave the Company's system or substantially reduce its throughput if the full Large Transportation rate were charged by the Company. In addition, this customer is an interruptible customer and not a firm transportation customer.

20 Q. WHY IS THE COMPANY'S PROPOSED TREATMENT OF THE SPECIAL 21 CONTRACT IN THE PUBLIC INTEREST?

A. The Company proposes reflecting the actual revenues received from Noranda because this level of revenues reflects the actual level received by the Company, and it represents

² Staff Cost of Service Report, Page 54, Lines 22-23

a reasonable rate, under the circumstances that exist for service to this customer. The Special Contract continues to benefit the Company's Southeast Missouri rate division ("SEMO") and its other customers by providing incremental revenue above its variable costs that would not exist without Noranda on the Company's local distribution system. Furthermore, Noranda and the Company, along with its predecessors as noted above, have a long history of a successful business relationship that benefitted the Company and its other customers. As this Commission is well aware, Noranda is a major employer in the Southeast Missouri area and its business is very energy intensive in nature.

9 Q. AT THE TIME OF THE COMPANY'S DIRECT TESTIMONY, WAS A NEW 10 CONTRACT SIGNED?

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A.

No. As discussed in my Direct Testimony and as noted by the Staff Report, Liberty Utilities and Noranda were negotiating a new contract at the time of the Company's direct testimony. However, a new contract has now been signed and provided to the parties in this case. In accordance with my prior testimony, attached hereto as HIGHLY CONFIDENTIAL Schedule CDK-R6 HC is the new contract with Noranda. The new contract essentially continues the successful relationship that has existed for years between Noranda and the Company and its predecessor companies. The rate included in the new contract ensures stability in the Company's revenues from this customer since the previously agreed upon rate is continued in the future. Additionally, in conjunction with the new contract, a new Tariff Sheet No. 34 is being proposed which would replace the current tariff sheet nos. 34 and 35 (attached hereto as **Schedule CDK-R7**). This tariff is designed to address Staff's concern raised in the Cost of Service Report that the Company's tariffs specifically reference this type of service.

1	Q.	PRAGMATICALLY SPEAKING, WHAT DOES IT MEAN TO IMPUTE	
2		REVENUE AS RECOMMENDED BY STAFF?	
3	A.	Staff's position proposes to force the Company to assume **** of additional	
4		revenue that it will not in reality collect. Said differently, revenue imputation dollars are	
5		monies the Company will never collect from customers but, for ratemaking purposes, will	
6		appear on cost of service schedule calculations.	
7	Q.	WHAT DO YOU MEAN ASSUME REVENUE THE COMPANY WILL NOT	
8		COLLECT?	
9	A.	The Company had a contract with Noranda that collected approximately **** of	
10		revenue during the test year. This revenue was based on a contracted price that Noranda	
11		and the Company negotiated at arm's length. Staff's position proposes to fictitiously	
12		assume *** of additional revenue, a nearly six-fold increase that the	
13		Company will not be able to collect under the contract with Noranda.	
14	Q.	WILL THE COMPANY ACTUALLY COLLECT ANY ADDITIONAL REVENUE	
15		IF THE STAFF'S REVENUE IMPUTATION ADJUSTMENT IS ACCEPTED BY	
16		THE COMMISSION?	
17	A.	No. Staff's proposed imputation is simply a ratemaking adjustment that ultimately harms	
18		the Company and its customers because the Company won't collect the imputed revenue	
19		level from the customer. Said differently, if Staff's position were adopted by the	
20		Commission, Liberty Utilities first year of new rates would immediately be in a deficit of	
21		*** with no ability to recover the additional revenue from any customers.	
22	Q.	WHY SHOULD THE COMMISSION REJECT STAFF'S RECOMMENDATIONS	
23		ON THIS ADJUSTMENT?	

1	A.	The Commission should reject Staff's recommendation for four reasons. First,
2		continuing the beneficial business relationship discussed above, the Company negotiated
3		a new, improved contract with Noranda that was an arm's length negotiation. Second,
4		Staff's proposed revenue imputation creates significant financial risks to the Company,
5		and the financial harm of Staff's proposed treatment is covered in the Rebuttal Testimony
6		of Company Witness Mr. Robert Hevert. Third, approving this revenue imputation as
7		recommended by Staff could create disincentives for future special contracts that would
8		otherwise benefit the Company and its customers. Finally, approving this proposed
9		imputation sends the wrong price signal to this customer.
10	Q.	PLEASE ELABORATE ON THE FIRST REASON THE COMMISSION
11		SHOULD REJECT STAFF'S RECOMMENDATION?
12	A.	The Commission should reject Staff's recommendation because Liberty Utilities
13		prudently negotiated the contract in good faith, at arm's length with Noranda. This
14		contract results from two parties entering into negotiations and reaching an ultimate
15		resolution that both parties feel is beneficial. It also benefits the other customers on the
16		Company's local distribution system in the SEMO area. Additionally, **
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1 Q. PLEASE ELABORATE ON THE SECOND REASON THE COMMISSION 2 SHOULD REJECT STAFF'S RECOMMENDATION?

A. The Commission should reject Staff's recommendation because the imputed revenue could have a devastating impact on the financial soundness of Liberty Utilities. Mr. Robert Hevert's rebuttal testimony goes into detail on why saddling the Company with this rate treatment has significant financial consequences for Liberty Utilities that ultimately impact customers when the Company is not financially healthy enough to provide safe, reliable service.

9 Q. PLEASE ELABORATE ON THE THIRD REASON THE COMMISSION 10 SHOULD REJECT STAFF'S RECOMMENDATION?

A.

The Commission should reject Staff's recommendation because the proposed treatment harms current and future customers. If the Commission ultimately adopts Staff's recommendations, it clearly sends the signal to Liberty Utilities that it should not enter into special contracts with large customers, no matter how much additional revenue it could create. This strong disincentive means that Liberty Utilities may have to stop providing natural gas service to Noranda because such a regulatory policy makes the proposition financially unattractive. This means the customer rates will not be lower due to the incremental revenue that special contract customers bring the utility. Said differently, all other factors being held constant, customer rates will eventually increase when special contract customers leave the system. Additionally, if the Commission adopted this regulatory policy, the Company will have no incentive to entice large special contract customers to its service territory because in the long run, the Company will be financially punished.

Q. PLEASE ELABORATE ON THE FOURTH REASON THE COMMISSION SHOULD REJECT STAFF'S RECOMMENDATION?

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- A. The Commission should reject Staff's recommendations because it sends the wrong price signal to Noranda. A rate increase of approximately **____** would not be justified and would create rate shock for this important customer, if it was implemented. Additionally, this type of rate shock would reduce the incentive for future companies to potentially locate to the Company's service territory utilizing negotiated special contracts, since utility pricing would be an uncertainty regarding long-term expense levels.
- 10 Q. PLEASE SUMMARIZE THE COMPANY'S POSITION ON THE NORANDA

 11 SPECIAL CONTRACT.
- 12 The Company has a long-standing business relationship with Noranda, a relationship that Α. 13 has benefitted the Company and its customers. Noranda is Liberty Utilities' largest 14 Missouri customer and resides in an important area of Liberty Utilities' service territory, 15 Southeast Missouri. While the Company wants to do everything reasonable to provide 16 interruptible transportation service to Noranda, it cannot provide this service while subsidizing approximately ** _____ ** of revenues the Company cannot actually 17 18 collect. Staff's recommendations should be rejected for the four reasons I described 19 First, the Company negotiated an arm's length transaction with Noranda. Second, the financial consequences discussed by Mr. Hevert are real, quantifiable and 20 21 present significant risk to the Company if Staff's recommendations are adopted. Third, Staff's recommendations harm current and future customers. Finally, the type of rate 22

1 shock contemplated by the Staff recommendation sends the wrong price signals to 2 Noranda and potentially other customers. 3 4 GENERAL MILLS-SPECIAL CONTRACT 5 WHAT TREATMENT IS STAFF PROPOSING IN ITS COST OF SERVICE Q. 6 REPORT? 7 A. The Staff recommends a treatment of the General Mills Special Contract materially 8 similar to the treatment of the Noranda Special Contract. The only major difference is that Staff's revenue imputation is ** 9 ** 3 10 HOW DOES THE COMPANY 11 Q. **RESPOND TO** STAFF'S **PROPOSED** 12 TREATMENT REGARDING GENERAL MILLS? 13 A. The Company's arguments are materially similar to those regarding the Noranda Special 14 Contract. Again, Liberty Utilities and its predecessor companies have recognized that 15 General Mills is a unique customer that would have the capability to bypass the Company's local distribution system or utilize an alternative fuel source if the full Large 16 17 Transportation rate was charged by the local distribution company. The General Mills 18 plant is located adjacent to Panhandle Eastern Pipeline Company ("PEPL"). The meter 19 location at the plant is located within 1400 feet of PEPL's pipeline facilities. The Company continues to believe that it is necessary to offer this customer a reduced rate in 20 21 an effort to prevent bypass and retain their business.

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³ Staff Cost of Service Report, Page 54, Line 30

1		INCENTIVE COMPENSATION
2	Q.	WHAT TREATMENT IS STAFF PROPOSING IN ITS COST OF SERVICE
3		REPORT?
4	A.	Staff proposes disallowing approximately \$174,000 of incentive compensation. ⁴
5	Q.	WHAT RATIONALE DOES STAFF CITE IN RECOMMENDING THIS
6		ADJUSTMENT?
7	A.	In summary, Staff's position is that the portions of the incentive compensation tied to
8		financially related metrics provide more of a benefit to the Company versus customers. ⁵
9	Q.	WHY SHOULD THE COMMISSION REJECT STAFF'S RECOMMENDATION?
10	A.	The Commission should reject Staff's position for three reasons. First, incentive
11		compensation is a cost that was incurred in the test year and will be incurred going
12		forward. Second, incentive compensation is an important recruiting and retention tool.
13		Third, financial incentives are important metrics which ultimately benefit the customer.
14	Q.	PLEASE EXPLAIN YOUR FIRST REASON THAT INCENTIVE
15		COMPENSATION IS A TEST YEAR COST?
16	A.	This cost is one that was incurred by the Company during the test year, it is known,
17		measureable and a similar level of cost is expected going forward. The Company's
18		opportunity to earn its ultimately approved rate of return is impaired when it cannot
19		recover its prudently incurred costs.
20	Q.	PLEASE EXPLAIN YOUR SECOND REASON THAT INCENTIVE
21		COMPENSATION IS AN IMPORTANT RECRUITING AND RETENTION
22		TOOL?

⁴ \$174,496 which is comprised of \$116,322 related to expense and \$58,174 related to capital. Staff references the distinction between the expense and capital portion on Page 61, Lines 13-17 in its Cost of Service Report.

⁵ Staff's Cost of Service Report, Page 59, Lines 9-16; Page 60, Lines 17-20 and Page 61, Lines 10-12

- 1 Incentive programs are a part of an employee's overall or total compensation. This total A. 2 compensation has to be market competitive or, all other things being equal, employees 3 will leave for what they perceive to be a better paying job. This will then lead to higher turnover for the utility and a degradation of service to the customer. A similar concept 4 5 applies to recruiting new employees to come to work at Liberty Utilities. When a candidate is considering coming to work here, one of the primary considerations they 6 7 make is the compensation and benefits package. We have to design our pay and benefits 8 packages to be market competitive. If the Company had to eliminate incentive 9 compensation or reduce it, that amount of money would need to be placed in the base 10 salary to still maintain the market competitive amount of compensation.
- 11 Q. PLEASE EXPLAIN YOUR THIRD REASON THAT INCENTIVE
 12 COMPENSATION'S FINANCIAL METRICS ULTIMATELY BENEFIT THE
 13 CUSTOMER?
- 14 A. Financial metrics provide benefits by encouraging more efficient operations, the benefits of which ultimately will flow to customers.
- 16 Q. CAN YOU PLEASE SUMMARIZE WHY INCLUDING INCENTIVE
 17 COMPENSATION IN THE COST OF SERVICE IS IN THE PUBLIC
 18 INTEREST?
- A. Incentive compensation should be included within the cost of service for three reasons.

 First, incentive compensation is a known and measurable expense that the Company is incurring today. Second, incentive compensation is an important recruiting tool to ensure the Company attracts and retains talented employees to continue providing safe, reliable

1		service. Finally, financial metrics are useful tools to help drive companies to meet
2		financial targets that encourage efficient business operations.
3		
4		CORPORATE COST ALLOCATIONS
5	Q.	WHAT RECOMMENDATIONS DOES STAFF MAKE REGARDING
6		CORPORATE COST ALLOCATIONS?
7	A.	Staff's Cost of Service Report does not make a specific disallowance recommendation,
8		however underlying workpapers reflect a proposed disallowance of approximately
9		\$365,000.
10	Q.	HAS THE COMPANY REVIEWED THE UNDERLYING WORKPAPERS?
11	A.	Yes. After review of the workpapers, it appears that the proposed disallowance could be
12		"double counting" disallowances made on other costs. Once the respective double
13		counting is removed, the proposed disallowance is closer to approximately \$242,000
14		versus the original amount calculated.
15	Q.	HOW DOES THE COMPANY RESPOND TO STAFF'S RECOMMENDATIONS?
16	A.	Fundamentally the disallowance is problematic because it denies the Company an
17		opportunity to recover its prudently incurred costs, a key ratemaking tenet.
18	Q.	WHAT RECOMMENDATIONS DOES STAFF MAKE REGARDING THE COST
19		ALLOCATION MANUAL ITSELF?
20	A.	Staff's Cost of Service Report states that while Staff believes the revised Cost Allocation
21		Manual ("CAM") allocation methodologies presented to be an acceptable approach, Staff

1		suggests that a meeting be held with all parties to further discuss the CAM and its impact
2		to Missouri ratepayers. Such meetings would also discuss further reporting requirements.
3	Q.	HOW DOES THE COMPANY RESPOND?
4	A.	The Company is agreeable to further meetings with Staff and the Office of the Public
5		Counsel to discuss the CAM. The Company suggests that the Commission order that
6		further meetings regarding the CAM be "spun out" of this docket into a docket of its own
7		for consideration and discussion. This approach facilitates further discussion on this
8		important topic in a process similar to that currently being utilized for other utilities.
9		
10		RATE CASE EXPENSE
11	Q.	WHAT TREATMENT DID STAFF PROPOSE FOR RATE CASE EXPENSE IN
12		ITS DIRECT TESTIMONY?
13	A.	Staff proposed recovery of the Company's costs incurred through April 15, 2014 and
14		normalized those expenses over three years. ⁷
15	Q.	DOES THE COMPANY OPPOSE STAFF'S RECOMMENDATION OF THE
16		THREE YEAR NORMALIZATION?
17	A.	No.
18	Q.	HAS THE COMPANY INCURRED ADDITIONAL RATE CASE EXPENSE
19		SINCE APRIL 15, 2014?
20	A.	Yes, the Company has incurred \$247,964 through July 22, 2014 and would ask that, at a
21		minimum, the Staff update its calculations for that level of expense and note that it will

⁶ Staff Cost of Service Report, Pages 48-49
⁷ Staff Cost of Service Report, Page 67, Lines 24-28

1	continue to incur rate case expense as this case continues.	Finally, at this time the
2	Company is aware of several invoices still outstanding.	

3

4 **REVENUE**

5 HOW DID STAFF PROPOSE TREATING THE COMPANY'S REVENUE DATA Q.

6 IN ITS DIRECT TESTIMONY?

- 7 A. Staff essentially used as a placeholder the update period revenue data for the twelve 8 month period ending March 31, 2014, with the understanding that additional data and clarification would be provided by the Company. 8 "Staff will continue to work with 9 10 Liberty Utilities regarding this data and will make any necessary adjustments based upon additional data received."9 11
- DID THE COMPANY PROVIDE THE REQUESTED ADDITIONAL DATA? 12 Q.
- 13 Yes, the Company continued to provide numerous spreadsheets and other files, via A. 14 supplemental data request responses and other submissions, supporting its request. One 15 of the largest data sources was provided on July 1, 2014 as part of a supplement to data request no. 0157. It is common for the Staff and Company to update or reconcile 16 information as cases progress, and the Company is appreciative of Staff continuing to 17 18 work with the Company on this important issue.
- 19 Q. SHOULD STAFF USE TEST YEAR DATA INSTEAD OF THE UPDATE 20 PERIOD FOR THE CALCULATION OF REVENUES?

⁸ Staff Cost of Service Report, Pages 49-52

⁹ *Id.*, page 2.

1	A.	Yes, the update period data ended March 31, 2014 captures one of the coldest winters in
2		the last thirty years. Using this update period data without normalizing the data for a
3		more average winter artificially inflates the revenues recorded by the Company.
4	Q.	HAVE YOU PREPARED A SCHEDULE WHICH REFLECTS THIS TEST YEAR
5		DATA AS SUPPLEMENTED?
6	A.	Yes. Attached to my testimony is Schedule CDK-R8 HC, which reflects the test year
7		customer counts and customer volumes of natural gas sold that should be the basis for
8		normalization and annualization of revenue by Staff or other parties.
9	Q.	CAN YOU QUANTIFY THE RESULTING IMPACT OF THIS ADDITIONAL
10		DATA ON THE COMPANY'S REVENUE REQUIREMENT?
11	A.	Yes, utilizing the additional data results in an increase of over \$2 million to the revenue
12		requirement.
13		
14		TRANSPORTATION SERVICE TARIFF LANGUAGE
15	Q.	IN THE STAFF REPORT ON CLASS COST OF SERVICE AND RATE DESIGN,
16		THE STAFF ADDRESSES A PROSPECTIVE CHANGE TO THE NATURAL
17		GAS TRANSPORTATION SERVICE TARIFF LANGUAGE, SPECIFICALLY AS
18		IT RELATES TO THE TARIFF'S PROVISION ADDRESSING "CASH OUT OF
19		MONTHLY IMBALANCES." WOULD YOU PLEASE ADDRESS THIS
20		PROPOSAL?
21	A.	Yes. While the Company would take issue with Staff's interpretation of the purported
22		clarity of existing language, the Company is willing to amend the cash out index
23		reference language as proposed by Staff (page 14 of Staff Report) on a prospective basis.

1 Q. DOES THIS CONCLUDE YOUR REBUTTAL TESTIMONY IN THIS

2 **PROCEEDING?**

- 3 A. Yes. I would note that I have not attempted to address every subject addressed in the
- 4 Direct Testimony and Reports filed by the parties in this proceeding, and silence should
- 5 not be deemed acquiescence.

BEFORE THE PUBLIC SERVICE COMMISSION OF THE STATE OF MISSOURI

In the Matter of Liberty Utilities (Midstates Natural Gas) Corp. d/b/a Liberty Utilities' Tariff Revisions Designed To Implement a General Rate Increase For Natural Gas Service in the Missouri Service Areas of the Company.)) Case No. GR-2014-0152)	
AFFIDAVIT OF CH	HRISTOPHER D. KRYGIER	
STATE OF MISSOURI)	
COUNTY OF CAPE GIRARDEAU) ss)	
Christopher D. Krygier, being first d	uly sworn on his oath, states:	
1. My name is Christopher D. Krygier. I am employed by Liberty Utilities (Midstates Natural Gas) Corp. d/b/a Liberty Utilities ("Liberty Utilities") as Director, Regulatory & Government Affairs. My business address is 2751 N. High Street, Jackson, Missouri 63755.		
on behalf of Liberty Utilities, consisting of	part hereof for all purposes is my Rebuttal Testimony of sixteen (16) pages and Schedules CDK-R6 HC, aving been prepared in written form for introduction	
my answers contained in the attached testing	ters set forth therein. I hereby swear and affirm that mony to the questions therein propounded, including rate to the best of my knowledge, information and	
	al on @ 312-1	
	Christopher B. Krygier	
Subscribed and sworn before me this 30 th da		
DENISE MARTIN Notary Public - Notary Seal State of Missouri Commissioned for Scott County My Commission Expires: July 17, 2016 Commission Number: 12801807	Denie Martin Notary Public	
My commission expires: $7-17-2$	0/6	