January 23 1987

TO: Steven W. Cattron

FROM: R. H. Graham

RE: **Data Request #578, Steam Rate Case No. HO-86-139**

Question #1: **Respecting the new construction in downtown Kansas City, starting with City Center Square to most recent projects, did KCPL attempt to attract these potential customers to steam system? If KCPL did not attempt to attract these potential customers to steam operations, please give complete explanation why.**

Answer: In the first part of this period, KCPL usually presented an estimated operating cost on both electric and steam and attempted to attract customers to either. The final decision was made either by owner and/or the designer.

As steam from the distribution lost its competitive position in the later part of this period, the emphasis on marketing turned to electric heat.

Question #2: **Would KCPL have attempted to attract new customers to steam system at risk of not getting these customers for electric service heat? Please explain in detail.**

Answer: **As long as steam was competitive, KCPL was not concerned whether customers chose steam heat or electric heat, i.e., no effort was made to unsell the Vista or Jackson County Jail on steam heat. As steam heat lost its competitive edge, this was not an issue.**

Exhibit No. 23
Date 4/7/87 Case No. HO-86-139
Reporter Tweedy

Question #3: (a) If KCPL would have attracted these customers to its steam system, what would its approximate additional steam revenues and Mlbs. be by each customer? (b) Provide any study or analysis of the above if it exists.

Answer: The estimated revenue and Mlbs. of steam use are as follows:

Project	Mlbs.	Dollars
City Center Square	5,268	$ 41,186
Mercantile Towers	2,905	23,202
Merchants Bank	1,380	11,411
United Missouri Bank	2,260	18,080
AT&T Pavilion	10,637	85,096
AT&T Garage	1,625	13,477
Merchantile Bank	138	1,360
One K.C. Place	7,614	60,912
Wyandotte Plaza	3,111	24,880
Commerce Bank	3,350	26,800
TOTAL	38,288	$306,404

R. H. Graham

RHG/sf