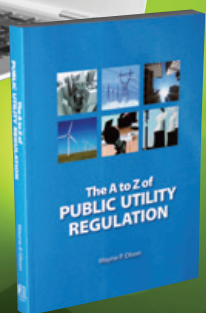
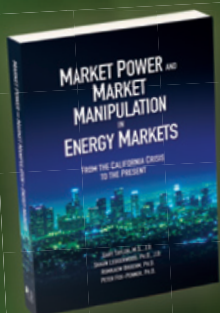
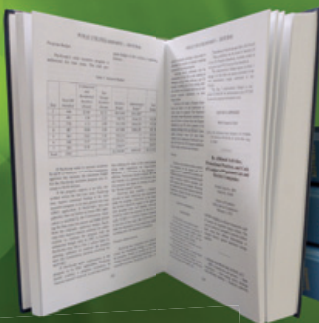
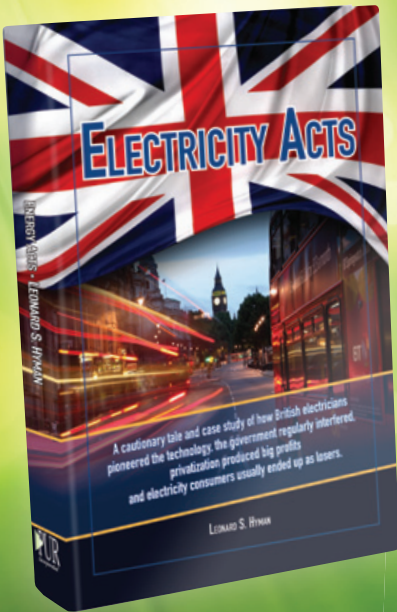


PUR
Incorporated
2017

Publications Catalog

Serving the information needs
of utility professionals
for more than 75 years



Public Utilities Reports, Inc.

11410 Isaac Newton Square, Ste. 220 • Reston, VA 20190

www.fortnightly.com

The Industry's Publication of Record for Nearly a Century



Public Utilities Fortnightly

The best investment you can make toward understanding industry trends. Each license includes:

- 12 monthly issues packed with critical insights from the industry's most respected analysts and policy makers
- Unlimited access to all content on fortnightly.com
- A digital edition of the monthly magazine
- Access to back issues of *PUF* via the **Fortnightly App** - available on Apple and Google platforms
- **Today From PUF** – the daily e-newsletter with an insiders take on key trends, historical analysis and sometimes funny commentary

Special Reports

- Annual CEO Forum – leading utility executives discuss industry trends, opportunities and threats
- Fortnightly 40 – our annual ranking of utility performance
- Annual Finance Report – insights from Wall Street's leading bankers and analysts
- Utility Rate Case Survey – our annual compilation of rate-case data

Since *Public Utilities Fortnightly's* first issue in 1929, decision makers in the U.S. power and gas industry have relied on the *Fortnightly* for in-depth, objective analysis. Here is just a sample of the foremost thought leaders that have contributed to our pages recently:

- | | |
|--|---|
| ■ Tom Fanning – CEO, Southern Company | ■ Roger Woodworth – Principal, Mindset Matter |
| ■ Bill Spence – CEO, PPL | ■ Tim Echols – Commissioner, Georgia Public Service Commission |
| ■ Audrey Zibelman – Chair, New York Public Service Commission | ■ Philip Mezey – President & CEO, Itron |
| ■ Clint Vince – Partner & Chair of Energy Division, Dentons | ■ Ahmad Faruqui – Principal, The Brattle Group |
| ■ Jim Rogers – President & CEO, retired, Duke Energy | ■ Ashley Brown – Executive Director, Harvard Electricity Policy Group |
| ■ Tom Flaherty – Principal, Strategy& (PWC) | ■ Lisa Wood – Vice President, The Edison Foundation |
| ■ Bob Catell – Chairman, National Grid | ■ Ralph Cavanagh – Co-Director, Natural Resources Defense Council |
| ■ Charles Bayless – CEO, retired, Illinois Power and Tucson Electric | ■ Branko Terzic – Managing Director, Berkeley Research Group |



New Fortnightly App

- Download the current issue
- Access previous issues
- Easily readable on mobile phone or tablets
- Compatible with iTunes and Google Play



Fortnightly.com

PUF subscribers have access to all content on Fortnightly.com. All content published by PUF from the past 25 years is available via back issues organized chronologically or can be searched via keywords.

Keep an eye out for the new mobile friendly version of fortnightly.com. It is expected to be released in the spring or summer of 2017.

COMPANY SITE LICENSES FOR COMPANIES WITH MORE THAN 100 EMPLOYEES AND THOSE WHO WOULD LIKE GROUP PRICING

Company site licenses are designed so that everyone in your organization has immediate access to the current issue of PUF and unlimited access to all of its historical content. No more passing around one issue or sharing one digital account. Contact Joseph Paparello at paparello@fortnightly.com or 703-847-7759 for a rate for your organization.

SINGLE USER LICENSES

Individual licenses are only available to organizations with less than 100 employees. If your organization has more than 100 employees, please reference the site license information above.

- One year: \$300 per user
- Two years: \$550 per user

PUBLIC UTILITIES REPORTS GUIDE



PUR Guide

Comprehensive online training tool for utility employees

The *PUR Guide* is the standard training product in the industry for utility managers and professionals seeking a concise program that covers the basics of public utility regulation, operations, accounting and finance.

Online platform

The powerful interactive online platform allows students to:

- access the course from any computer with internet access
- review the material at their own pace
- directly access excerpts from our newest texts in the field of utility regulation and finance while reviewing material
- take tests online and receive results immediately

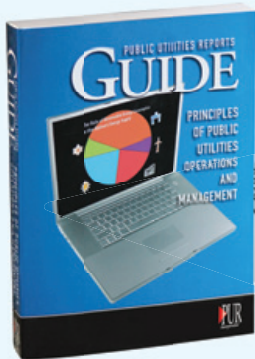
This product features eight self-study modules

- Public Utilities
- Regulation
- Operations and Delivery of Service
- Rates and Rate Making
- Accounting
- Finance
- Organization and Management
- Market Issues

Plus a Glossary and Reference Guide

Additional issues covered

- FERC Order 1000
- Clean Air Interstate Rule
- Renewable portfolio standards
- Natural gas pipeline and distribution company rate regulation



Basic Package Features (\$595.00)

- A 3-month pass with full access to all course material including links
- A one-year license to Public Utilities Fortnightly magazine, a \$300.00 value (see page 2 of this catalog)
- A soft-bound copy of PUR Guide course material is available for just \$50.00 more

Gold Package Features (\$750.00)

These upgraded features, a \$500 value, are yours for just \$150.00 extra:

- Extends the study period to 4 months
- A soft-bound copy of PUR Guide course material
- A one-year license to Public Utilities Fortnightly magazine (see page 2)
- Two of the field's most important texts: *Fundamentals of Energy Regulation and Principles of Utility Corporate Finance* by Jonathan Lesser, Ph.D. and Leonard Giacchino, Ph.D.

www.fortnightly.com/PUR-Guide



Utility Regulatory News

The only weekly newsletter providing timely coverage of regulatory topics at the state level. The regulation of public utilities has become increasingly complex. *Utility Regulatory News* is here to keep readers informed of breaking news, policy developments and regulatory trends.

Our expert staff conducts a weekly survey of the many decisions issued by commissions and courts from around the country. Then we deliver key points from the most important cases directly to your desktop once a week.

Industry sectors:

- Electric
- Natural gas
- Telecommunications
- Water

Key topics:

- Revenue decoupling
- Renewable portfolio standards
- Service reliability
- Mergers and acquisitions
- Rates and ratemaking
- Quality of service
- Smart grid deployment

You can rely on *Utility Regulatory News* to offer both the overview and the details you need to keep up-to-date with the latest thinking at regulatory agencies.

48 Weekly Issues sent via e-mail, in PDF format

- One-year subscription: \$625.00
- Save \$205.00 by subscribing for two years!
- Two-year subscription: \$1045.00

Public Utilities Fortnightly/Utility Regulatory News Subscription Bundle

- 20% discount off regular *Utility Regulatory News* subscription rate for those with an active license to Public Utilities Fortnightly:
- One-Year bundle rate: \$500.00
- Two-year bundle rate: \$835.00

The Preferred Authority on Regulatory Law

PURbase
TEXT SEARCH & RETRIEVAL SYSTEM

Rocket Folio/NXT™



PURbase DVD Electronic Case Law Library

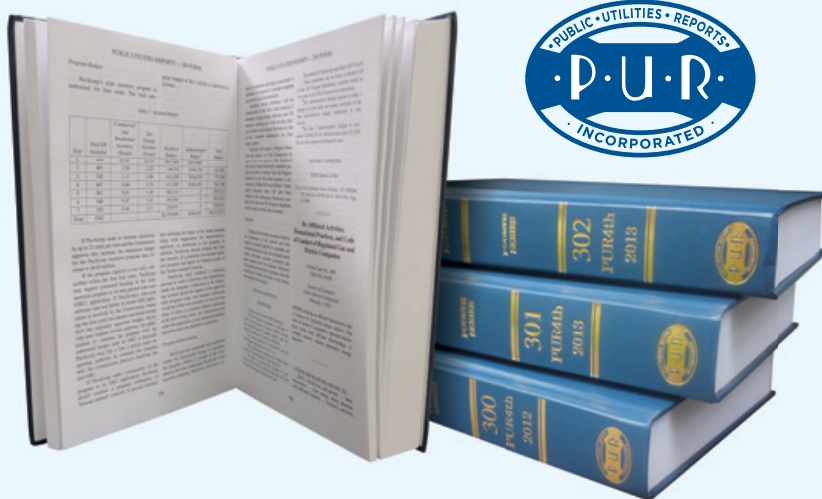
The *PURbase DVD* offers electronic access to all of the cases published in the national case reporter, *Public Utilities Reports, Fourth Series (PUR4th)* as well as thousands of cases not included in the print version. This resource is not only convenient, but also saves online search and print costs.

Product Features

- Single-disk DVD format
- Coverage of cases back to 1943
- Updated quarterly
- Easy installation and broad compatibility

- Updated search software
- Print manual to guide installation and research

www.fortnightly.com/PURbase
Annual Subscription – \$1885.00



Public Utilities Reports, 4th Series (PUR4th)

The Authority on Utility Law

Public Utilities Reports, 4th Series (PUR4th) is the standard for national case reporting of court and commission decisions. *PUR4th* brings you full-text coverage of important and precedent-setting decisions by state public utility commissions, as well as related court decisions, covering the fields of electricity, natural gas, telecommunications and water.

Product Features

- Full text of hundreds of regulatory commission decisions
- Case synopses, headnotes and other editorial enhancements
- Cross-reference index directing the user to the appropriate section for information on a particular subject
- Case summary table highlighting the importance of each reported case
- Case tables organized alphabetically and by jurisdiction

Also Included

Annual Digest containing all of the headnotes from the volumes reported during the year, organized according to the PUR taxonomy of utility law topics. It also includes:

- Alphabetical Table of Cases
- Table of Cases by Jurisdiction
- Case Summary Table

www.fortnightly.com/PUR4
Annual Subscription – \$1885.00.
30% discount available with purchase of *PURbase DVD* (see this page).



Public Utilities Reports, 4th Series, Advance Sheets

All the benefits of a legal case reporter combined with the timeliness of a newsletter.

For the most timely full-text print coverage of important and precedent-setting decisions of state public utility commissions, subscribe to *PUR4th Advance Sheets*. These paperback "pre-prints" are published twice monthly and contain all of the regulatory commission decisions that ultimately will appear in the hardbound volumes of the *PUR4th Series*. The *Advance Sheets* allow you to stay abreast of the changing regulatory scene by providing fast access to precedent-setting decisions. In addition to case law, the *Advance Sheets* include news summaries of the latest court and commission decisions – before they are published. A subscription to the *Advance Sheets* provides all the benefits of a legal case reporter combined with the timeliness of a newsletter.

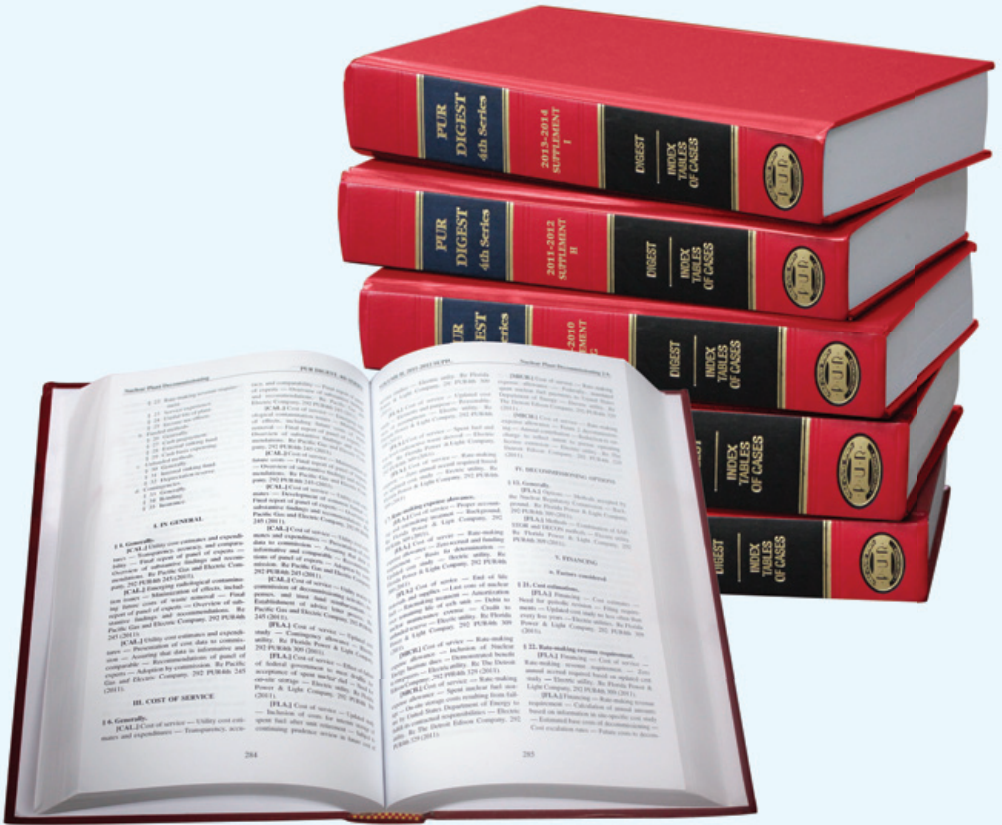
Product Features

- Full-text print coverage of important and precedent-setting decisions of state public utility commissions
- Published twice monthly
- Each case headnoted
- News summaries of the latest court and commission decisions – before they are published

www.fortnightly.com/PUR4AS

One-year subscription (24 issues) – \$1340.00

Discounted rate for *PUR4th* or *PURbase DVD* subscribers – \$940.00 (30%)



PUR Digest, 4th Series

The comprehensive research tool for the PUR case reporting system.

The *PUR Digest, 4th Series*, is the comprehensive research tool for the *PUR* case reporting system. The headnotes, case tables, and indexes in this essential reference will shorten research time by directing users to the specific cases relevant to their interests.

The *Digest* and its supplements include references to the thousands of court and regulatory commission cases reported in *Public Utilities Reports, Fourth Series (PUR4th)*. Because it provides quick access to points of law from nearly 40 years of utility proceedings, any one involved in the regulation of public utilities will find the *Digest* to be an invaluable and indispensable tool.

The *Digest* has a unique multiple indexing system, enabling researchers unfamiliar with *PUR's* classification scheme to find cases via an alphabetical, cross-reference index containing commonly used words and phrases as well as terms of art. It also provides tables listing the cases reported in *PUR4th* alphabetically, by jurisdiction, and by docket and/or case number.

Product Features

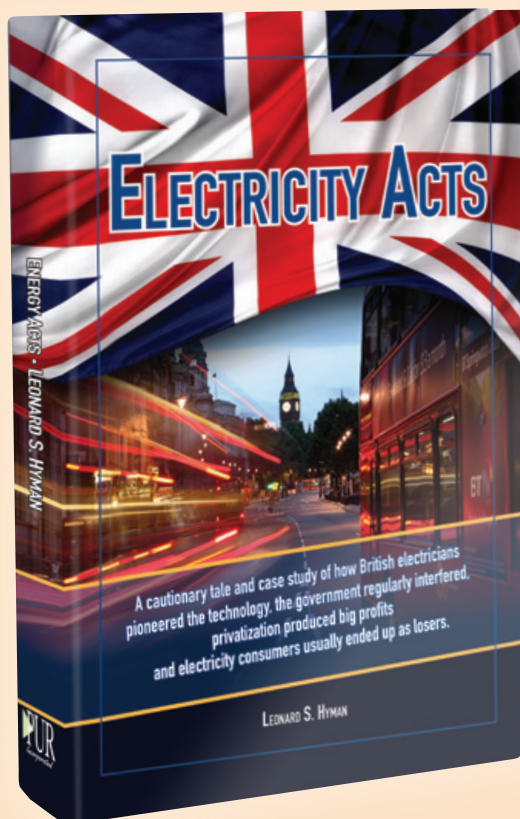
- References to thousands of court and regulatory commission cases
- Quick access to points of law from nearly 40 years of utility proceedings
- Alphabetical cross-reference index containing commonly used words and phrases as well as terms of art
- Alphabetical table of cases
- Jurisdictional table of cases
- Tables of cases by Docket/Case number

www.fornightly.com/PUR4D

7 Hardbound Digests & Supplements to date – \$940.00

An annual update of this product is available. These annual update supplements include all headnotes, case tables and index for the previous calendar year. – \$130.00

PUR Books



Electricity Acts

By Leonard S. Hyman

A cautionary tale and case study of how British electricians pioneered the technology, the government regularly interfered, privatization produced big profits and electricity consumers ended up as losers.

In the 1990s, the British government turned its whole electricity system upside down and inside out, privatizing and deregulating the utilities. The British model spread worldwide. Even to America. How did the British industry get into a state that required a revolution? And what did this revolution really accomplish?

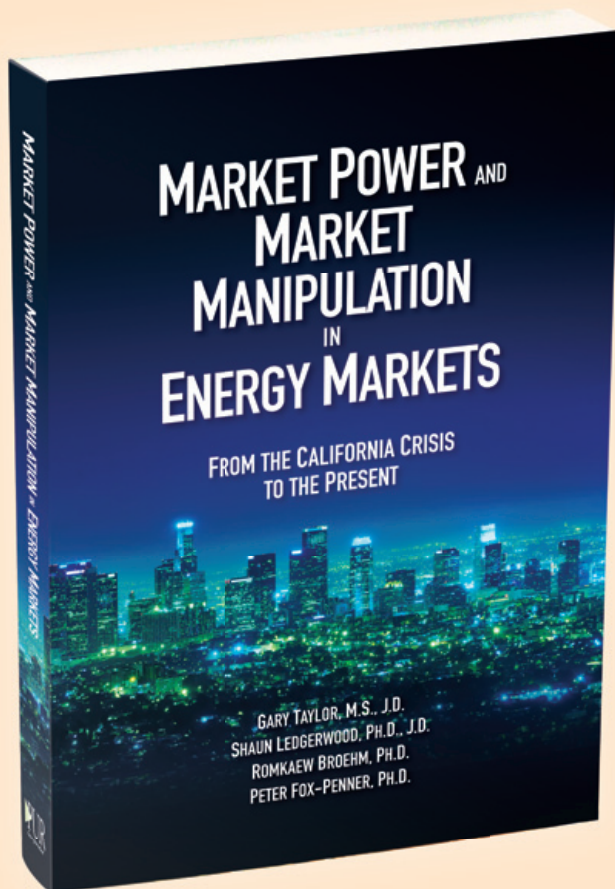
The electricity revolution in Britain created millions of winners and losers – consumers, coal miners, nuclear operators, investors, executives and politicians – and the same process is ongoing in the United States. To be on the winning side, read *Electricity Acts* to learn how to survive and even thrive.

Who benefits from reading this book?

- Utility executives who have to navigate a new regulatory and financial framework
- Regulators and policy makers seeking to avoid the mistakes made in the United Kingdom
- Consumer advocates who want the average electricity user to come out ahead
- Policy makers seeking ways to assure reliability when the market does not
- Investment bankers looking for deals
- Private equity and infrastructure investors on the prowl for acquisitions
- Lenders assessing credit risk in an evolving industry
- Investors who want to avoid risks and maximize returns
- Nuclear and renewable promoters looking for support in a new market

Leonard S. Hyman, the author of *America's Electric Utilities: Past, Present and Future*, headed utility research at one of America's largest brokerage houses and was an early advocate of utility deregulation. He was part of a banking team that worked with industry and government during and after the UK's electricity privatization and that led him to investigate how the electricity market developed in the United Kingdom, why the British did what they did and what followed from all the effort. This book tells the story.

Available summer 2017



Market Power and Market Manipulation in Energy Markets: From the California Crisis to the Present

**By Gary Taylor, J.D., Shaun Ledgerwood, Ph.D., J.D.,
Romkaew Broehm, Ph.D., Peter Fox-Penner, Ph.D.**

Designed for attorneys, energy traders, compliance personnel, energy economists, regulators, and students, this book provides the reader with a unique understanding of market power and market manipulation in energy markets. In discussing the development of statutory and regulatory enforcement systems devised in wake of the California Power Crisis, the book provides an analytical framework for understanding the legal and economic nuances associated with market manipulation in its various forms. Consistent with the logic of the manipulation enforcement actions recently brought by the FERC and CFTC, this framework provides perspective as to the future of manipulation compliance and enforcement under these agencies' continuing mandates.

This First Edition provides:

- An introduction to the similarities and differences between market power and market manipulation;
- A discussion of how market power may be diagnosed in electricity markets;
- An overview of the evolution of the Western Power Crisis;
- A chronicle of the litigation that stemmed from the Crisis;
- A study of the exercise of market power during the Crisis and the analytic techniques for identifying and measuring it in power markets;
- A discussion of Enron's manipulative strategies that involved fraud rather than market power;
- An explanation of why the FERC's then-existing regulatory systems were poorly suited to stop or remedy the Crisis;
- The evolution of the FERC's Office of Enforcement and adoption of a fraud-based anti-manipulation rule;
- An economic framework for the analysis of market manipulation;
- A discussion of how to implement this framework for manipulation compliance and enforcement; and
- Application of the framework to recent manipulation cases prosecuted by the FERC and CFTC.

www.fortnightly.com/MPMM • ISBN: 978-0-910325-34-9 • Paperback, 293 pages – \$139.00

Fundamentals of Energy Regulation, 2nd Edition

A complete introduction to the complex world of energy regulation

By Jonathan A. Lesser, Ph.D. and Leonardo R. Giacchino, Ph.D.

Designed for regulators, attorneys, rate analysts, economists, and accountants, this important work reviews both historical and emerging regulatory topics and also features examples and case studies of key economic and regulatory concepts.

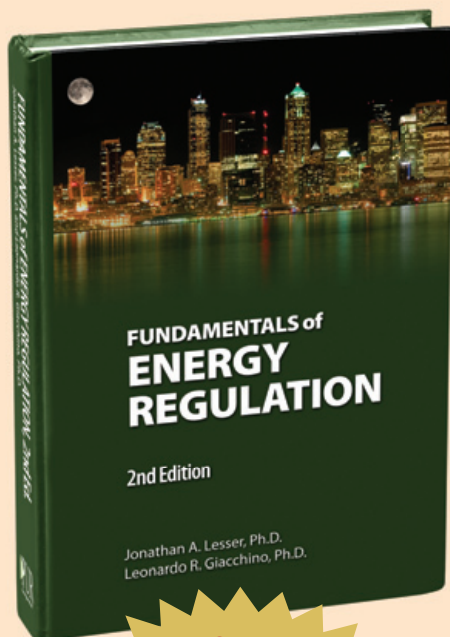
This second edition of the popular *Fundamentals of Energy Regulation* provides:

- Coverage of emerging economic issues that have arisen associated with restructured electric energy and capacity markets;
- Discussions of recent US and international case law affecting the natural gas and electric industries;
- Examination of cost recovery in a competitive environment, and the prudent investment standard;
- Managing the transition to market competition;
- Expanded coverage of electric system reliability issues, including RTO/ISO operations, how day-ahead and real-time electric markets function; transmission cost-allocation and FERC Order 2000, and transmission congestion;
- Expanded coverage of international energy regulatory issues and issues arising from government takings, including the importance of regulatory asset accounting;
- Discussion of DoJ's and FERC's new horizontal merger guidelines.

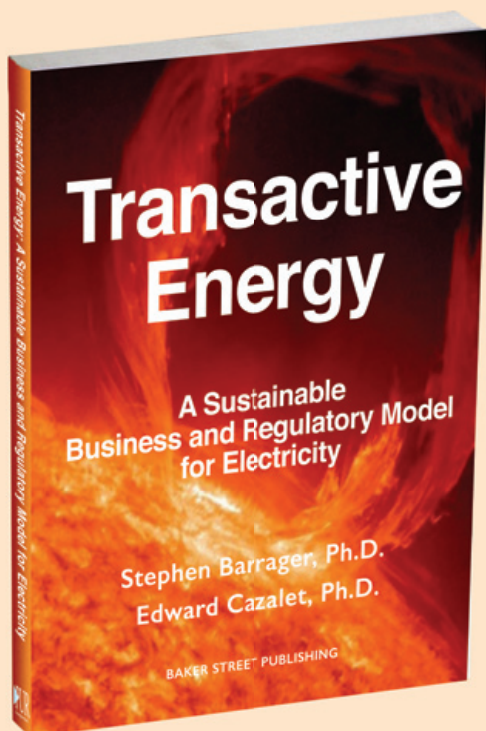
www.fortnightly.com/FER2

ISBN: 978-0-910325-33-2

Hard Cover, 475 pages – \$139.00



See the
Energy Law Journal
review here:
<http://bit.ly.FER2ELJ>

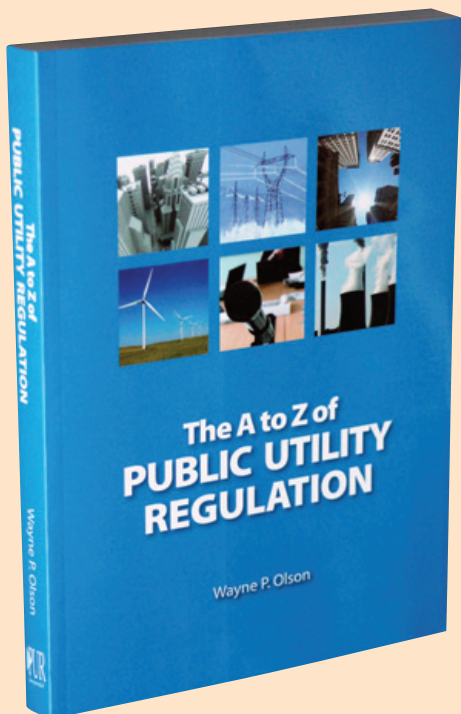


Transactive Energy: A Sustainable Business and Regulatory Model for Electricity

By Stephen Barrager, Ph.D.,
and Edward Cazalet, Ph.D.

This book discusses applying fundamental business concepts to move electric power markets to a new paradigm – the use of forward transactions to coordinate investment decisions and manage risk for producers and consumers – and how the old paradigm, regulated cost-of-service and centralized resource optimization, will give way to the new business model as the electric system evolves from centrally planned to a decentralized energy ecosystem.

www.fortnightly.com/TE



The A to Z of Public Utility Regulation

By Wayne P. Olson

The A to Z of Public Utility Regulation provides information on topics of concern to utility regulators and the companies that they regulate. A perfect fit for new engineers, lawyers, accountants, and financial analysts, it will also be useful to experienced industry practitioners.

This volume not only provides a broad, comprehensible, and timely introduction to public utility regulation, but also allows readers to find and explore specific topics in depth. Featuring an excellent glossary and extensive endnotes, this book provides a sound and non-partisan introduction to the public utility industries and their regulatory issues. As the issues of the day change, this will be the book to turn to when revisiting a topic—saving valuable time for the busy practitioner.

www.fortnightly.com/ATOZ

ISBN: 978-0-910325-32-5

Paperback, 360 pages – \$139.00

New Regulatory Finance

An examination of changes in the utility industry and associated impacts on capital markets.

By Roger Morin, Ph.D.

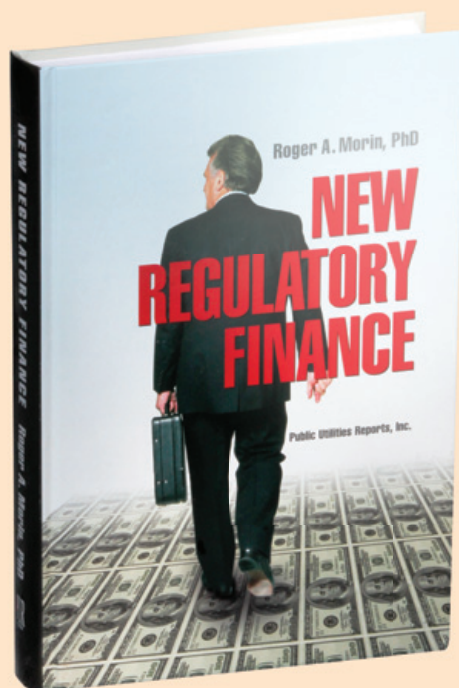
An invaluable text for economists, accountants, CFOs, attorneys, regulators or anyone involved in capital-related decisions. *New Regulatory Finance* takes often-complex subject matter and transforms it into easily understood terms.

New Regulatory Finance takes often-complex subject matter and transforms it into terms more easily understood. Drawing on case studies and examples, it helps take the mystery out of estimating a company's cost of capital and deriving an optimal capital structure. Areas covered include: Rate of Return Regulation, Risk and Return, Risk Estimation in Practice, Discounted Cash Flows, DCF Application, Floatation Cost Adjustment, Alternative DCF Models, DCF Applications and Comparable Groups, Reflection on Cost of Capital Methodology, Market-to-Book and Q-Ratios, Risk Premium, Capital Asset Pricing Model, CAPM Extensions, Divisional Cost of Capital and CAPM Applications, Arbitrage Pricing Model, Comparable Earnings, Weighted Average Cost of Capital, Capital Structure Issues and more.

www.fortnightly.com/NRF

ISBN: 978-0-910325-05-7

Hard Cover, 578 pages – \$149.00



Classic References No Energy Library Should Be Without!

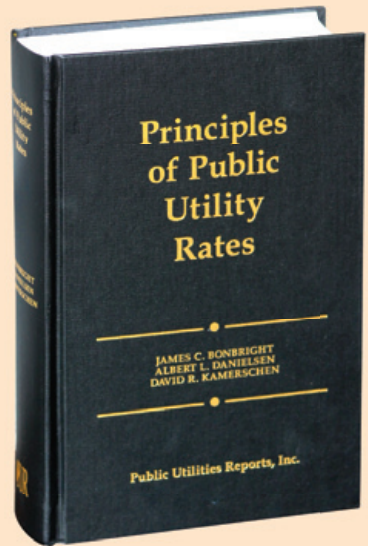
Principles of Public Utility Rates

The cornerstone reference for anyone involved in analyzing what constitutes fair and reasonable utility rates.

By James C. Bonbright, Albert L. Danielsen
and David R. Kamerschen

Principles of Public Utility Rates lays the foundation of public utility pricing theories, policies and the economic concepts supporting rate designs. This classic reference has been updated to reflect new ratemaking challenges.

www.fortnightly.com/POPUR • ISBN: 978-0-910325-2-33
Hard Cover, 700 pages – \$139.00



The Process of Ratemaking

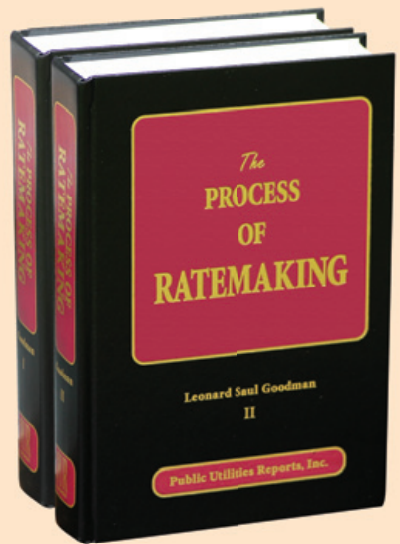
A complete text on ratemaking providing historical context, the evolution and theory of utility regulation as well as step-by-step guidance through rate proceeding protocols.

By Leonard S. Goodman

Topics Covered and Features

- The rate proceeding
- Expected and projected revenue
- Depreciation
- Profit margin methods
- Rate of return on rate base
- Management principles
- Cross-industry perspective of the methods and principles of rate-setting
- More than 5,300 citations of court cases, proceedings, rules, regulations and law review articles

www.fortnightly.com/POR • ISBN: 978-0-910325-70-7
Hard Cover, 2 volumes, 1,600 pages – \$299.00



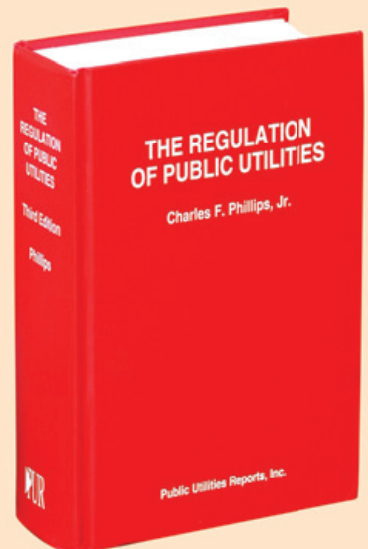
The Regulation of Public Utilities

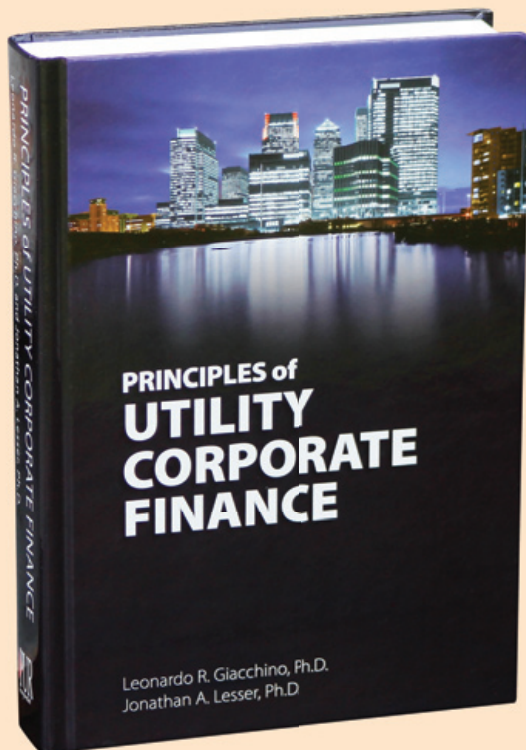
An indispensable guide for utility executives and regulators to the development of regulations for today's utility industries.

By Charles F. Phillips, Jr.

This classic reference discusses the changes in the monopoly status of public utilities, the impact of competition and much more.

www.fortnightly.com/ROPU • ISBN: 978-0-910325-4-55
Hard Cover, 1,000 pages – \$139.00





Principles of Utility Corporate Finance

A comprehensive examination of applied corporate finance and accounting for regulated firms.

By Leonardo R. Giacchino, Ph.D. and Jonathan A. Lesser, Ph.D.

Written for regulators, attorneys, energy industry professionals and students in these fields, *Principles of Utility Corporate Finance* examines changes in cost allocation between regulated and unregulated entities, assessments of business and financial risks used to determine regulated rates of return and the use and abuse of financial derivatives.

www.fortnightly.com/PUCF

ISBN: 978-0-910325-24-0

Hard Cover, 604 pages – \$179.00

Energy Risk Management: A Primer for the Utility Industry

An introduction to the basics of assessment, identification, evaluation and management of risk.

By Andrew S. Hyman, Michael J. Denton, Ph.D., Leonard S. Hyman, Bradford G. Leach and Gary A. Walter

This book arms regulators, utility managers and company board managers with knowledge about energy trading and core risks, giving them the tools they need to stay on top of an evolving industry.

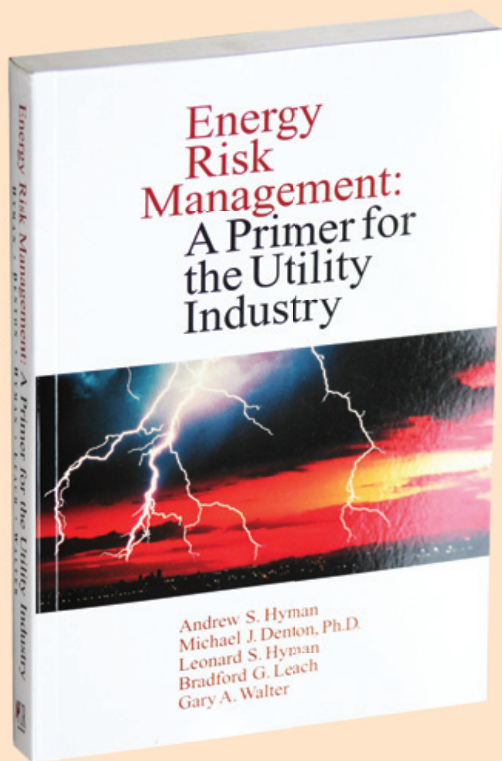
Topics Covered and Features

- The Need for Risk Management
- Core Risks
- Risks Within the Business
- Regulation and Government
- Glossary
- Cross-notated terms

www.fortnightly.com/ERM

ISBN: 978-0-910325-18-9

Paperback, 400 pages – \$89.00



Going Green and Getting Regulation Right: A Primer on Energy Efficiency

Quantitative and qualitative analyses of energy-efficiency and demand-side management programs.

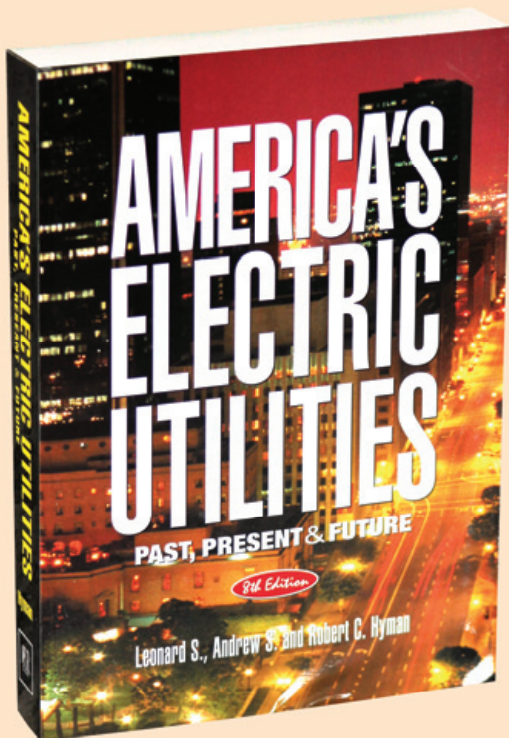
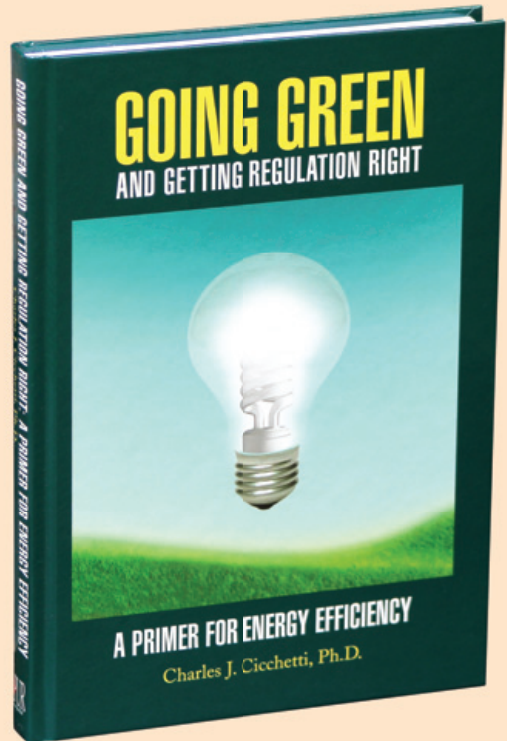
By Charles J. Cicchetti

This book presents important lessons that can be learned from previous utility programs by using a vast database of results from previous mandatory efficiency programs. These analyses are presented quantitatively and are accompanied by a qualitative review of the differences found regionally and over time.

www.fortnightly.com/GG

ISBN: 978-0-910325-21-9

Hard Cover, 310 pages – \$89.00



America's Electric Utilities: Past, Present and Future

A clear and concise review of industry fundamentals.

By Leonard S. Hyman, Andrew S. Hyman, and Robert C. Hyman

This book provides the history of electric utilities, the regulations influencing them, the extent to which changes in competition and regulation have shaped the industry, and a clear picture of generation, transmission and distribution.

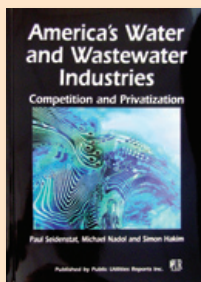
Topics Covered and Features

- Development and Structure of the Electric Industry
- The Future of the Electricity Supply Industry
- More than 200 tables and charts presenting key concepts
- Electricity ■ Operations
- Transmission and Distribution
- Capacity and Demand
- Capital Spending
- Industry Organization ■ Regulation
- Financial Structure

www.fortnightly.com/AEU

ISBN: 978-0-910325-68-4

Paperback, 550 pages – \$89.00



America's Water and Wastewater Industries: Competition and Privatization

By Paul Seidenstat, Michael Nadol and Simon Hakim

Privatizing a water system can mean lower costs ... better service ... and fewer budget headaches—if you do it right. This book tells you how. It examines outright sale of properties, design & build options, O & M contracts and service agreements, establishment of “concessions,” “managed competition” between public and private-sector operators, outsourcing of non-core activities, and more. Real-life case studies from both large and small communities, step-by-step checklists for contracts and negotiations, actual statutes for privatization, and more.

www.fortnightly.com/AMWI • ISBN: 978-0-910325-80-6
Paperback, 329 pages – \$79.00

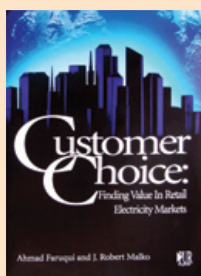


Creating a Competitive Company

By John Beetham

Learn from the author's experience and involvement with electric and gas restructuring in the U.K. as you examine transitional thinking, organizational strategies, competitive approaches to information technology and human resources, plus mass marketing techniques. Test your company's competitive strength with the “Strategic Competency Checklist” in Appendix B. Find out about choosing business partners, enhancing customer loyalty, and setting up successful new business ventures.

www.fortnightly.com/CACC • ISBN: 978-0-910325-72-1
Paperback, 234 pages – \$79.00

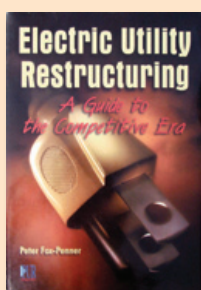


Customer Choice: Finding Value in Retail Electricity Markets

By Ahmad Faruqi, Ph.D. and J. Robert Malko, Ph.D.

Customer Choice is a carefully chosen collection of chapters written by the brightest minds in the utility industry. These include senior practitioners at utilities, unregulated power companies and regulatory commissions, as well as academics and researchers who are at the cutting edge of knowledge about competitive business strategies for retail markets. To retain and expand market share and profit from available retail margins will require new business strategies for your company. *Customer Choice* has been written with your business needs in mind, offering insights and new ideas for closing sales in the new competitive environment.

www.fortnightly.com/CC • ISBN: 978-0-910325-73-8
Paperback, 400 pages – \$89.00



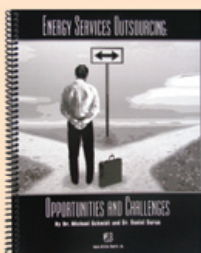
Electric Utility Restructuring: A Guide to the Competitive Era

By Peter Fox-Penner

Forward by Jim Hoecker, Ph.D., J.D., fmr. FERC Chairman

This overview of the complex issues facing the electric utilities industry will clarify the economic and political pressures driving deregulation, and also shed light on the potential conflicts. This highly readable, expertly written book will enable readers to understand and analyze future policy options, determine the risks, and tackle new marketing opportunities.

www.fortnightly.com/EUR • ISBN: 978-0-910325-67-7
Paperback, 471 pages – \$79.00



Energy Services Outsourcing: Opportunities and Challenges

By Dr. Michael Schmidt and Dr. Daniel Duran

Although most ESO applications focus on energy delivery and energy management, the potential for services ranges from a limited IT project to a complex internal communications network to a “virtual” company with all energy-related infrastructure outsourced. This comprehensive book highlights the best markets to target for ESO, examines the expertise and resources most valued, and discusses the role for regulation. It also points out how to avoid the potential pitfalls of being an ESO provider.

www.fortnightly.com/ESO • ISBN: 978-0-910325-90-5
Spiral Bound, 149 pages – \$79.00

Lessons in Cultural Change: The Utility Industry Experience

By Philip R. Theibert

This is the most complete source you'll find on how to lead your company through a cultural transformation. Learn about all areas of cultural change: corporate vision, strategic plans, compensation, and labor relations. You'll ensure positive change for your organization with answers to these questions and more: What are the ten commandments of successful cultural change? What are the characteristics of leaders who fear change? Do the rating agencies think your company's culture should change? Do you need to develop a competitive intelligence system? What seven things should utilities do differently during the next downsizing?

www.fortnightly.com/LCC • ISBN: 978-0-910325-52-3
Paperback, 358 pages – \$79.00



The New Telecommunications Industry: Meeting the Competition

By Leonard S. Hyman, Edward Di Napoli and Richard Toole

Here it is: the most comprehensive reference available in the bold new world of telecommunications in one, time-saving source that you'll refer to over and over again. With practical and useful information, this invaluable guide to the history, organization, financing, and technology of this complicated industry is a *must* for telecom veterans and newcomers alike.

www.fortnightly.com/NTI • ISBN: 978-0-910325-66-0
Paperback, 480 pages – \$89.00

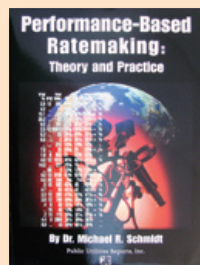


Performance-Based Ratemaking: Theory and Practice

By Dr. Michael R. Schmidt

Many states have instituted some form of performance-based ratemaking (PBR) for utilities. There is no question that other states will follow soon. In this publication, Dr. Schmidt presents an exhaustive study of PBR, providing you not only with the policy aspects of the subject, but also with the mechanics of designing and implementing this important regulatory tool. *Performance-Based Ratemaking* provides the roadmap for prospering in the increasingly competitive retail energy markets. Discover the challenges and opportunities associated with PBR—including the significant benefits for investors, regulators, and customers.

www.fortnightly.com/PBRM • ISBN: 978-0-910325-82-0
Paperback, 300 pages – \$89.00

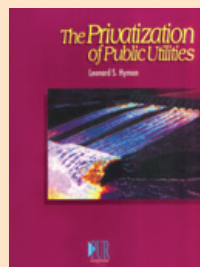


The Privatization Of Public Utilities

By Leonard S. Hyman

Complete coverage of privatization: from the special issues in developing countries to investor concerns on Wall Street. In clear, fact-filled text, Leonard S. Hyman and experts from around the globe explain the theory of privatization and provide the hands-on information needed to take action, make deals, and profit. In addition to case studies, *The Privatization of Public Utilities* includes five detailed appendices that include extensive research and time-saving reference materials.

www.fortnightly.com/POPU • ISBN: 978-0-910325-59-2
Paperback, 473 pages – \$119.00

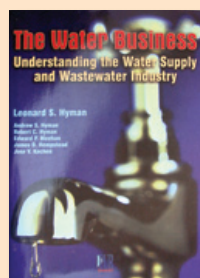


The Water Business: Understanding the Water Supply and Wastewater Industry

By Leonard S. Hyman, et. al.

Complete coverage of the water supply and wastewater industry as a business. This primer explains how the industry operates, how it developed, the political and economic issues that shape its progress, and the regulatory system, as well. A thorough explanation of the financial structure of the water industry in a form comprehensible to non-accountants will be a benefit to supervisory employees, regulators, buyers, investors and academics.

www.fortnightly.com/TWB • ISBN: 978-0-910325-71-4
Paperback, 400 pages – \$89.00



Product List: Periodicals and Reference Products

Public Utilities Fortnightly

www.fortnightly.com/subscribe

Single-user License

One year: \$300 per user

Two years: \$550 per user

Company Site License

Contact Joseph Paparello

703-847-7759

paparello@fortnightly.com

Utility Regulatory News

www.fortnightly.com/URN

One-year subscription: \$625.00; Two-year subscription: \$1045.00

Bundle: 20% discount off regular URN subscription rate with active license to Fortnightly

One-Year bundle rate: \$500.00; Two-year bundle rate: \$835.00

Public Utilities Reports

PURbase DVD Electronic Case Law Library

www.fortnightly.com/PURbase

Annual Subscription: \$1885.00

PUR Guide

www.fortnightly.com/PUR-Guide

Basic Package: \$595.00; Gold Package \$750.00

Public Utilities Reports, 4th Series (PUR4th)

www.fortnightly.com/PUR4

Annual Subscription: \$1885.00; Discounted rate for PURbase DVD subscribers: \$1320.00

Public Utilities Reports, 4th Series, Advance Sheets

www.fortnightly.com/PUR4AS

One-year subscription: \$1340.00; Discounted rate for PUR4th or PURbase DVD subscribers: \$940.00

PUR Digest, 4th Series

www.fortnightly.com/PUR4D

Seven (7) Hardbound Digests & Supplements to date: \$940.00; Annual update: \$130.00

Contact information

Executive Editor, Bruce Radford, radford@fortnightly.com

Vice President and COO, Phillip S. Cross, pcross@fortnightly.com

Editor-in-Chief, Steve Mitnick, mitnick@fortnightly.com

To access our searchable database and take advantage of our multimedia offerings, visit: www.fortnightly.com

For information about discounts for group subscriptions or bulk purchases, contact:

Publisher, Joseph D. Paparello, paparello@fortnightly.com, or

Marketing Manager, Jen House, jhouse@fortnightly.com

For changes of address or changes in billing information, contact:

Customer Service, info@fortnightly.com, 703-847-7720

Public Utilities Reports, Inc.

11410 Isaac Newton Sq., Suite 220 N., Reston, VA 20190

1-800-368-5001

www.fortnightly.com

Product List: Books

America's Electric Utilities: Past, Present and Future

www.fortnightly.com/AEU • ISBN: 978-0-910325-68-4

Paperback, 550 pages – \$89.00

America's Water and Wastewater Industries: Competition and Privatization

www.fortnightly.com/AMWI • ISBN: 978-0-910325-80-6

Paperback, 329 pages – \$79.00

The A to Z of Public Utility Regulation

www.fortnightly.com/ATOZ • ISBN: 978-0-910325-32-5

Paperback, 360 pages – \$139.00

Creating a Competitive Company

www.fortnightly.com/CACC • ISBN: 978-0-910325-72-1

Paperback, 234 pages – \$79.00

Customer Choice: Finding Value in Retail Electricity Markets

www.fortnightly.com/CC • ISBN: 978-0-910325-73-8

Paperback, 400 pages – \$89.00

Electric Utility Restructuring: A Guide to the Competitive Era

www.fortnightly.com/EUR • ISBN: 978-0-910325-67-7

Paperback, 471 pages – \$79.00

Energy Risk Management: A Primer for the Utility Industry

www.fortnightly.com/ERM • ISBN: 978-0-910325-18-9

Paperback, 400 pages – \$89.00

Energy Services Outsourcing: Opportunities and Challenges

www.fortnightly.com/ESO • ISBN: 978-0-910325-90-5

Spiral Bound, 149 pages – \$79.00

Fundamentals of Energy Regulation, 2nd Edition

www.fortnightly.com/FER2 • ISBN: 978-0-910325-33-2

Hard Cover, 475 pages – \$139.00

Going Green and Getting Regulation Right: A Primer on Energy Efficiency

www.fortnightly.com/GG • ISBN: 978-0-910325-21-9

Hard Cover, 310 pages – \$89.00

Lessons in Cultural Change: The Utility Industry Experience

www.fortnightly.com/LCC • ISBN: 978-0-910325-52-3

Paperback, 358 pages – \$79.00

Market Power and Market Manipulation in Energy Markets

www.fortnightly.com/MPMM • ISBN: 978-0-910325-34-9

Paperback, 293 pages – \$139.00

New Regulatory Finance

www.fortnightly.com/NRF • ISBN: 0-910325-05-7

Hard Cover, 578 pages – \$149.00

The New Telecommunications Industry: Meeting the Competition

www.fortnightly.com/NTI • ISBN: 978-0-910325-66-0

Paperback, 480 pages – \$89.00

Performance-Based Ratemaking: Theory and Practice

www.fortnightly.com/PBRM • ISBN: 978-0-910325-82-0

Paperback, 300 pages – \$89.00

Principles of Public Utility Rates

www.fortnightly.com/POPUR • ISBN: 978-0-910325-2-33

Hard Cover, 700 pages – \$139.00

Principles of Utility Corporate Finance

www.fortnightly.com/PUCF • ISBN: 978-0-910325-24-0

Hard Cover, 604 pages – \$179.00

The Privatization Of Public Utilities

www.fortnightly.com/POPU • ISBN: 978-0-910325-59-2

Paperback, 473 pages – \$119.00

The Process of Ratemaking

www.fortnightly.com/POR • ISBN: 978-0-910325-70-7

Hard Cover, 2 volumes, 1,600 pages – \$299.00

The Regulation of Public Utilities

www.fortnightly.com/ROPU • ISBN: 978-0-910325-4-55

Hard Cover, 1,000 pages – \$139.00

The Water Business: Understanding the Water Supply and Wastewater Industry

www.fortnightly.com/TWB • ISBN: 978-0-910325-71-4

Paperback, 400 pages – \$89.00



Public Utilities Reports Inc.
11410 Isaac Newton Square N., Ste. 220
Reston, VA 20190