

BEFORE THE PUBLIC SERVICE COMMISSION  
STATE OF GEORGIA

CITY OF CARTERSVILLE )  
)  
Petitioner, )  
)  
v. ) Docket No. 55973  
)  
GEORGIA POWER COMPANY )  
)  
Respondent. )

**PREFILED DIRECT TESTIMONY OF STEVE LONDON**  
**FILED ON BEHALF OF PETITIONER THE CITY OF CARTERSVILLE,**  
**GEORGIA**

**Q: Please state your name and business address.**

**A:** My name is Steve London, and my business address is 1181 Cassville White Road, Cartersville, GA 30184.

**Q: Mr. London, by whom are you employed and what is your job position?**

**A:** I am employed by Allied Tube and Conduit Corporation (commonly referred to as “Atkore”), and I have been employed by Atkore since October, 2022. I currently serve as the Vice President for Operations in the Electrical Business Unit of Atkore.

**Q: What is Atkore?**

**A:** Atkore is a global manufacturer of electrical conduit and fittings, cable and cable management systems, infrastructure products, and safety and security products. We have manufacturing facilities around the world.

**Q: Please describe your educational background and employment history, and your duties as Vice President for Operations in the Electrical Business Unit of Atkore.**

**A:** I have a degree in Supply Chain Management from Western Michigan University. I have worked in the warehousing and logistics field for 25 years.

**Q: You mentioned that your business address is 1181 Cassville White Road, Cartersville, Georgia, correct?**

**A:** Yes.

**Q. Does Atkore currently have a manufacturing facility at that address?**

**A:** Yes.

**Q. What does Atkore manufacture at that address?**

**A:** Aluminum cable tray.

**Q. When did Atkore begin operations at that address?**

**A:** Atkore signed a lease with the property owner (Hines) in September, 2023, and began receiving goods at the facility on December, 2023.

**Q. How did that come about (i.e., how did Atkore discover or learn about the property)?**

**A:** The property was developed a few years ago by Hines, a large real estate investment and development company. Hines initially developed the property as a speculative office/warehouse/distribution facility. Atkore engaged Cushman and Wakefield to perform a property search, and I worked with our broker in finding the facility in March, 2023.

**Q: At the time Atkore first discovered the property, who supplied electrical power to the property and what size transformer was placed on the property?**

**A:** Georgia Power supplied electrical power to the property, and there was a a 300kVa transformer on the property.

**Q: Was a 300kVa transformer sufficient for Atkore's needs?**

**A:** No.

**Q. Why not?**

**A:** It would not meet the electric power needs of the industrial trucks and welding equipment to be used at the site.

**Q. How did Atkore determine what its electrical power needs would be?**

**A:** Our engineers performed a load test.

**Q. And what did the load tests show?**

**A:** Atkore's electrical power needs would be 1.5MW.

**Q. Will a 300kVa transformer supply 1.5MW of electricity?**

**A:** No.

**Q. What size transformer would be required to supply 1.5MW of electricity?**

**A:** Atkore determined that it would need a 1500kVa transformer.

**Q. And did you communicate that to the property owner, Hines?**

**A:** Yes.

**Q. What did Hines do?**

**A:** They reached out to Georgia Power to see if and when they could obtain a 1500kVa transformer.

**Q. When was this?**

**A:** June, 2023.

**Q. What was Georgia Power's response?**

**A:** It would take 12-18 months for them to obtain a 1500kVa transformer.

**Q. Then what happened?**

**A:** Hines reached out to the City of Cartersville about supplying electrical power to the property, and the City of Cartersville indicated that they had a 1500kVa transformer available.

**Q. Let me show you what I've marked as Exhibit P15. Did you sign this document?**

**A.** Yes, I "e-signed" it.

**Q. And what is this document?**

**A.** It is a "Request for Electric Service" from Atkore to the City of Cartersville.

**[If not already tendered, tender Exhibit P15 into evidence and review its terms]**

**Q. How did this come about?**

**A.** Hines informed Atkore that in order for power to be provided within the timeline allowed for under the lease, a change to Cartersville as the provider would be necessary, and Atkore did not object to this change.

**Q. Let me show you what I've marked as Exhibit 20. Did you sign this document?**

**A.** Yes, I "e-signed" it.

**Q. And what is this document?**

A. It is a letter to the City of Cartersville confirming Atkore's November 1, 2023 election to have the City of Cartersville supply electric power to the property. The letter was drafted by the City of Cartersville and provided to Atkore by Hines.

**[If not already tendered, tender Exhibit 20 into evidence and review its terms]**

**Q. How did this come about?**

A. Hines asked Atkore to reaffirm its election to change providers to Cartersville in order to maintain the lease schedule.

**Q. How is Atkore's use of the property different than office/warehouse/distribution?**

A. Electric PIT and the use of welding equipment for manufacturing make our operations different than a standard warehouse operation.

**Q. What did Atkore have to do to convert the existing building to its use?**

A. There was considerable investment in the electrical infrastructure inside the facility to meet the needs of Atkore.

**Q. Let me show you what I've marked as Exhibit P14. Do you recognize this exhibit?**

A. Yes.

**Q. And what is this document?**

A. These are the construction plans for the Atkore facility.

**Q. And these are stamped by the Architect on August 25, 2023?**

A. Yes.

**[If not already tendered, tender Exhibit P14 into evidence]**

**Q. How much did the conversion ultimately cost?**

A. Approximately \$2 million

**Q: Does this complete your testimony?**

A: Yes.

**CERTIFICATE OF SERVICE**

I hereby certify that I have this day served a copy of the herein and foregoing  
**PREFILED DIRECT TESTIMONY OF STEVE LONDON FILED ON BEHALF  
OF PETITIONER THE CITY OF CARTERSVILLE, GEORGIA** by e-mail as  
follows:

Steven J. Hewitson  
Allison W. Pryor  
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600 Peachtree Street, N.E., Suite 3600  
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This 23<sup>rd</sup> day of May, 2025.

SMITH CONERLY LLP

/s/ Charles S. Conerly  
Charles S. Conerly  
Georgia Bar No.: 180720  
cconerly@smithconerly.com

*ATTORNEYS FOR CITY OF  
CARTERSVILLE*

402 Newnan Street  
Carrollton, Georgia 30117  
(770) 834-1160 (telephone)  
(770) 834-1190 (facsimile)



# City of Cartersville

E L E C T R I C S Y S T E M

## Your Pricing

- Firm Incentive
- Not a Variable Baseline Rate Like Our Competitors
- No Additional Fees Added to City of Cartersville Bills
  - No Occupational Tax or Franchise Fee additions
  - No Demand Side Management Fee additions
  - Environmental Compliance and Nuclear Construction Fees already included

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**T**he City of Cartersville is committed to working with Atkore to utilize our inherent flexibility and ability to customize our offerings to put together a pricing package that best suits your operational needs. Atkore directly benefits from Cartersville's presence in the wholesale market.

The City of Cartersville is offering Allied Tube & Conduit Corporation a 5-year incentive rate. During this 5-year period, Atkore will pay 65% of the applicable rate. After year 5 the standard applicable rate will go into effect. Based on the provided information, the Large Power rate was used to calculate the estimated pricing. This incentive is based on the Customer's request for a second transformer to be furnished and installed by City of Cartersville, and includes extending the 25kV distribution from the existing transformer location to the second transformer. Any costs associated with taking ownership of existing electric infrastructure on-site are not included and will not be covered by CES.

**Please note that this estimate is based on the preliminary information you provided; the installation of (2) transformers; and the service location. Actual billing will be based on actual load and will vary from this estimate.**

Rate: Confidential Information

5.60 ¢/kWh (all inclusive - includes applicable riders\*)

4.12 ¢/kWh (base rate only)

EXHIBIT

P15

**\*Applicable riders – Riders are subject to change. This rate estimate is based on current applicable riders amounts.**

These rates include all costs with the exception of sales tax. **No facilities charges, nuclear construction fees, franchise fees or occupational taxes will be added to these figures as you will see with our competitor.**

**House Bill 386, the Georgia Sales Tax Exemption on Energy, was passed by the Georgia Legislature to promote the economic development of manufacturing in the state of Georgia. This law phases out the State Sales and Use Tax for eligible manufacturers.**

The City of Cartersville's electric rates are set locally and are not regulated by the Georgia Public Service Commission (PSC). Our city government is composed of citizens acting for the collective good of our community rather than for a group of spread out stockholders. We are accountable to our customers, the citizens. The City considers Atkore as a partner in future economic progress and looks forward to further discussions to ensure mutual success.



# City of Cartersville

E L E C T R I C S Y S T E M

CITY OF CARTERSVILLE  
Cartersville, Georgia

## Request for Electric Service

I understand that according to the provisions of the Georgia Territorial Electric Service Act, there is a choice of electric suppliers to provide electric service to the below referenced location. I choose to take electric service from the City of Cartersville instead of service from any other electric supplier.

I also understand that once materials have been ordered or work has begun, if I decide NOT to locate my business at this address, I shall reimburse the City of Cartersville for all expenses incurred for providing electric service to the below referenced location.

Customer/Business: Allied Tube & Conduit Corporation

Location: 1181 Cassville White Rd,  
White, GA 30184

Signed: Steve London

Printed: Steve London

Title: Vice President of Operations

Date: 11/1/2023

**Atkore**  
**Allied Tube  
& Conduit**

16100 South Lathrop Avenue  
Harvey, IL 60426  
Office 708-339-1610  
Phone 800-882-5543  
Web atkore.com

April 3, 2024

**VIA Email**

Mayor and City Council  
City of Cartersville  
PO Box 1390  
Cartersville GA 30120

RE: Confirmation of Request for Electrical Service dated November 1, 2023  
Location of Service: 1181 Cassville-White Road, Cartersville, GA 30184

Ladies and Gentlemen,

The purpose of this letter is to confirm that on November 1, 2023, Allied Tube and Conduit Corporation signed a Request for Electric Service with the City of Cartersville for property located at 1181 Cassville-White Road. Additionally, while Georgia Power Company is currently providing electric service to the subject property, we hereby confirm our intention remains for the City of Cartersville to provide the services once the necessary work is completed.

Sincerely,

**ALLIED TUBE AND CONDUIT CORPORATION**

*Steve London*

**Steve London**  
Vice President, Regional Service Center Operations

Mobile 215-961-2579  
Email slondon@@atkore.com



# HINES ATKORE TI

1181 CASSVILLE-WHITE ROAD, NE  
WHITE, GA 30184

ARCHITECT'S PROJECT # 236050

A PROJECT FOR  
HINES

**STRUCTURAL**

BSH-FAC  
1181 DUBLIN ROAD, SUITE 200  
COLUMBUS, OH 43215  
614.491.8888  
303.276.8888  
bsbfac@bsb-fac.com  
BORGAN GROUP, PC, IS

**ELECTRICAL**

TL ENGINEERING, LLC  
662 HORTON CHASE ROAD  
PEACHTREE CORNERS, GA 30090  
678.438.8834  
TLA@TLENGINEERING.COM  
THORNTON & LEE, PC

**OWNER**

HINES  
800 17TH STREET  
SUITE 400  
ATLANTA, GA 30343  
404.724.2644  
SATTY.MAGRAW@HINES.COM  
SATTY@HINES.COM

**ARCHITECT**

POWERS BROWN ARCHITECTURE  
1202 PEACHTREE PARKWAY, WHITE 200  
ATLANTA, GA 30309  
404.532.7222  
HOLBROOK  
THOMPSON@POWERSBROWN.COM  
KELLY.THOMPSON@PB.COM

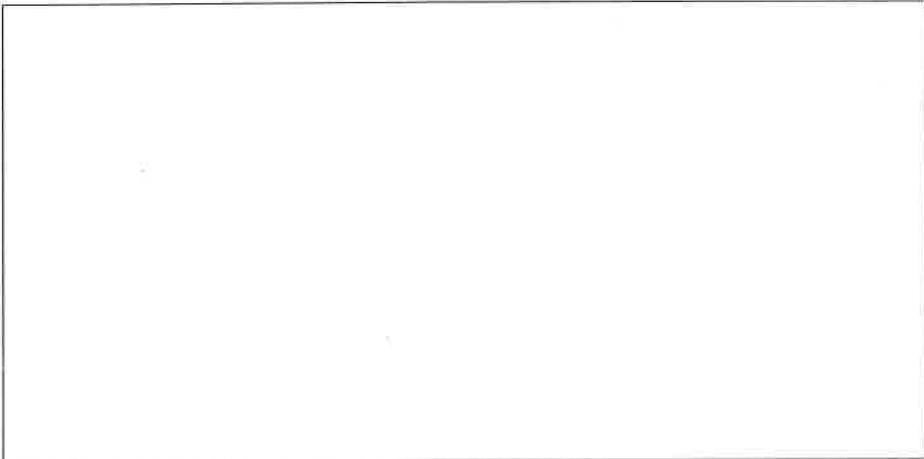


EXHIBIT  
P14