



## Phillips Lytle LLP

VIA ELECTRONIC FILING

August 3, 2020

Rosemary Chiavetta, Secretary  
Pennsylvania Public Utility Commission  
Commonwealth Keystone Building  
400 North Street, 2nd Floor North  
Harrisburg, PA 17120

**Re: Docket M-2020-3019254 - Supplier Door-to-Door and In-Person Marketing  
Moratorium Proclamation of Disaster Emergency - COVID-19**

Dear Secretary Chiavetta,

Enclosed please find the Answer of StateWise Energy Pennsylvania LLC and SFE Energy Pennsylvania, Inc. (collectively, "StateWise") to the Petition of Interstate Gas Supply, Inc. for Rehearing and/or Reconsideration in the above-referenced proceeding. Copies have been provided to those indicated on the Certificate of Service.

Respectfully submitted,

Phillips Lytle LLP

By *Gregory L. Peterson*

Gregory L. Peterson

Enclosure

cc: Certificate of Service  
Thomas F. Puchner, Esq.  
Kevin C. Blake, Esq.

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**BEFORE THE  
PENNSYLVANIA PUBLIC UTILITY COMMISSION**

**Supplier Door-to-Door and In-Person Marketing  
Moratorium Proclamation of Disaster  
Emergency - COVID-19**

**Docket M-2020-3019254**

**ANSWER OF STATEWISE ENERGY PENNSYLVANIA LLC AND SFE ENERGY  
PENNSYLVANIA, INC. TO THE PETITION OF INTERSTATE GAS SUPPLY, INC.  
FOR REHEARING AND/OR RECONSIDERATION**

Pursuant to 52 Pa. Code § 5.572(e), StateWise Energy Pennsylvania LLC and SFE Energy Pennsylvania, Inc. (collectively, “StateWise”) respectfully submit this Answer to the Petition of Interstate Gas Supply, Inc. (“IGS”) for Rehearing and/or Reconsideration of the Commission’s July 16, 2020 Order (“July Order”) in the above-referenced proceeding.

At the outset, StateWise wishes to respond to IGS’s reference to the alleged conduct of an affiliate of SFE in Ohio.<sup>1</sup> The alleged health-related conduct was isolated to a single sales representative that appears to have not donned a mask while standing on a patio communicating with a potential customer through a two-way intercom doorbell system (the door was apparently closed at the time). Upon learning of the allegation, the affiliate immediately took swift, decisive, and comprehensive action which included a voluntary cessation of all residential marketing activity, termination

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<sup>1</sup> The Ohio affiliate of StateWise Energy Pennsylvania LLC had no involvement with the matter. It has no relationship, of any kind, with the independent representative involved, or the vendor she worked for.

of its relationship with that representative and suspension of all operations with the vendor, cancelation of all pending enrollments submitted through the representative in question, and re-rating of any and all such customers that were enrolled by that vendor (in an abundance of caution). While the company continues to investigate the matter, the Ohio Public Utilities Commission responded to the company's proactive and comprehensive response, stating that it was "satisfied with the immediate public health and safety measures, as well as the interim consumer protection measures" imposed by the company.<sup>2</sup> This demonstrates that quick, responsive, and thorough action can and will be taken to ensure the protection of potential customers and sales representatives.

StateWise also urges the Commission to act in a uniform, standards-based manner to the extent it allows the resumption of in-person marketing activity to ensure that such activity can proceed in a competitively-neutral manner. The inner workings of each supplier's business model, such as the relationship between sales representatives, vendors, and suppliers, or the types of products and services offered, or the income structure of its employees and contractors, have little impact on an individual's hygiene practices and such distinctions should not be relied upon to create an uneven playing field in the offering of competitive products and services. That being said, StateWise supports IGS's assertion that the interaction between customer and representative is legitimized and more effective when conducted in person.

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<sup>2</sup> Case 20-1216-GE-COI, Entry ¶ 7 (July 15, 2020).

StateWise looks forward to conducting business activity through all available sales channels at the appropriate time and is prepared to comply with all health and safety guidelines established by the Commission and the Commonwealth.

August 3, 2020

Respectfully submitted,

Phillips Lytle LLP

By *Gregory L. Peterson*

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## VERIFICATION

I, Jeff Donnelly, Director of Regulatory Affairs and Compliance for StateWise Energy Pennsylvania LLC and SFE Energy Pennsylvania, Inc. ("StateWise"), hereby state that the facts set forth in the above-referenced Answer are true and correct to the best of my knowledge, information, and belief and that I expect to be able to prove the same at a hearing held in this matter. I understand that false statements made herein are made subject to the penalties of 18 Pa. C.S. Section 4904, relating to unsworn falsifications to authorities.

Dated: August 3, 2020

*Jeff Donnelly*

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Jeff Donnelly  
StateWise Energy Pennsylvania LLC  
SFE Energy Pennsylvania, Inc.

## CERTIFICATE OF SERVICE

I hereby certify that a true and correct copy of the foregoing has been served upon the following persons, in the manner indicated, in accordance with the requirements of 52 Pa. Code § 1.54 (relating to service by a participant).

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