
2025-2026 HANDLING COMMISSION REVIEW

INFORMATION REQUESTS BY THE ALBERTA BOTTLE DEPOT ASSOCIATION
ON THE RETURN MARGIN REPORT

June 19, 2025

ABDA-RM-1

Subject: Turnover Ratios

References:

2025.06.02.Return.Margin.Expert.Final.Report.Concentric (Doc 14) (the "**Concentric Report**")

Preamble:

The Concentric Report utilizes turnover ratios ranging from 2.00 to 9.00 (see e.g. pg. 5). Concentric Energy Advisors ("**Concentric**") refers to this range as being historically consistent (pg. 5).

Request:

Aside from historical consistency, please explain Concentric's rationale supporting an acceptable range of turnover ratios from 2.00 to 9.00.

ABDA-RM-2

Subject: Weighted Average

References:

Concentric Report (Doc 14)

Preamble:

The Concentric Report incorporates a weighted average in the U.S. return margin calculation (pgs. 5-7).

Request:

Please explain why the weighted average return margin is a relevant measure of the appropriate return margin for the Depots.

ABDA-RM-3

Subject: Use of the Average of 189 Companies

References:

Concentric Report (Doc 14)

Preamble:

For the U.S. return margin calculation, the Concentric Report incorporates the “average of all 189 companies, regardless of industry” (the “**189 Companies Average**”) (pgs. 6-7).

Request:

- (a) Why has Concentric introduced and incorporated the 189 Companies Average?
- (b) How is the 189 Companies Average a relevant measure of the appropriate return margin for Depots?
- (c) Why is the 189 Companies Average given equal weight (50/50) to the total average of all six industry averages, instead of being given equal weight (1/7) to each of the six industry averages (i.e., included as one of seven equal factors)?

ABDA-RM-4

Subject: Companies in the Average of 189 Companies

References:

- Concentric Report (Doc 14)
- U.S.Industry.Return.Margin.Analysis.Concentric (Doc 15) ("**Attachment 1**")

Preamble:

As part of the U.S. return margin calculation, the Concentric Report refers to two companies being "added back into the analysis", being ODP Corp. and Lowes Companies Inc. (pg. 5, footnote 2).

In Attachment 1, Concentric only added ODP Corp. and Lowes Companies into the specific industry tabs of "Retail_Building_Supply" and "Retail_Store". Concentric did not add them into the "Analysis_All_Companies" tab.

Request:

Should ODP Corp. and Lowes Companies Inc. be included in the 'All Companies' analysis and added into the "Analysis_All_Companies" tab? If not, please explain why not.

ABDA-RM-5

Subject: U.S. Return Margin Data

References:

- Concentric Report (Doc 14)
- Attachment 1 (Doc 15)

Preamble:

The Concentric Report analyzes U.S. return margins based on data from Yahoo! Finance (“**Yahoo**”) and S&P Capital IQ (“**S&P**”) (see e.g., pgs. 2, 5-6). As part of the analysis, Concentric averages Yahoo and S&P values for both assets and turnover ratio (see e.g. Attachment 1, Tab Analysis_All_Companies, Columns AB and AE).

There appear to be instances of Yahoo and S&P assigning data from a single financial year to different financial years. For example, CASY has no Yahoo data for 2024, and the 2023 Yahoo pretax income matches the S&P 2024 pretax income (see Attachment 1, Tabs MASTER_YH and MASTER_S&P). For further examples see also TITN (Yahoo 2022 income / S&P 2023 income), NATH (Yahoo 2023 income / S&P 2024 income), FL (Yahoo 2023 income / S&P 2024 income), LOW (Yahoo 2023 income / S&P 2024 income) and EMPA.TO (Yahoo 2023 income / S&P 2024 income).

Request:

- (a) Is the Yahoo data required in addition to the S&P data? If yes, please explain why.
- (b) Why did Concentric average the results from Yahoo and S&P for assets and turnover ratio, rather than completing the analyses separately for Yahoo and S&P?
- (c) Are there instances where Yahoo and S&P assigned data from a single financial year to different financial years?
 - i. If yes, please explain why.
 - ii. If yes, then what impact does this have on the averaging of the results from Yahoo and S&P for assets and turnover ratio?