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BUSINESS: Southwest Gas Corporation is a regulated gas distributor serving approx. 1.7 million customers in sections of Arizona, Nevada, and California. '05 margin mix: resid. and small commercial, $86 \%$; large commercial and industrial, $5 \%$; transportation, $9 \%$. Annual volume: 2.2 billion therms. Principal suppliers: El Paso Natural Gas Co. and Northwest Pipeline Corp. Acquired gas utility as-
Shares of Southwest Gas have increased roughly $15 \%$ since our June report, as the company reported solid performance in the second quarter. Despite warmer weather, revenues in the natural gas segment increased by nearly $19 \%$. Rate relief (primarily in Arizona) and customer growth drove these results. Strength in the construction services subsidiary benefited the company's bottom line. Excluding a nonrecurring gain of $\$ 0.07$ per share from a property tax settlement, share net came in at $\$ 0.02$. This is the first time in recent years the company has reported a positive tally for the second quarter.

## For full-year 2006, we expect revenues

 will advance by $15 \%$. We have increased our bottom-line estimate to $\$ 1.85$, representing an increase of $48 \%$ over the prior year. We anticipate moderate growth from 2007 to the end of the decade. The company's increased focus on obtaining rate relief and improving rate design could be important growth drivers, as Southwest Gas depends upon such approved revenue increases to help it cope with increasing natural gas prices. Net profit marginssets from Arizona Public Service in 1984. Sold PriMerit Bank (acq. in '86) in 7/96. Has about 2,590 employees. Officers \& Directors own 2.3\% of common stock (3/06 Proxy). Chairman: LeRoy Hanneman. Chief Executive Officer: Jeffrey W. Shaw. Incorporated: California. Address: 5241 Spring Mountain Rd., Las Vegas, Nevada 89150. Telephone: 702-876-7011. Internet: www.swgas.com.
should strengthen, as well.
Nevertheless, the company is not without risk. We anticipate significant capital expenditures in the coming years, as Southwest Gas works to expand its customer base. We expect a rising share count as the company continues to issue common stock to support these investments. Longterm debt should continue to increase, although probably at a slower rate than shareholders' equity. Also, warmer-thanusual weather, increased customer conservation, and insufficient, or lagging, rate relief could have a negative impact on corporate results. The possibility of increased operating and maintenance costs is another caveat.
With a Timeliness rank of 3 (Average), these shares are not a standout for the year ahead. Moreover, following the recent increase in stock price, appreciation potential for the pull to late decade is subpar. The dividend yield of $2.5 \%$ is lower than the group's average, too. Incomeoriented investors should also note that the company has not increased the dividend in the past decade.
Michael F. Napoli
September 15, 2006


[^0]:    (A) Incl. income for
    basis through 1994.
    (B) Based on avg. shares outstand. thru. '96, '95, 75¢. Next egs. report due in early Novem- - Div'd reinvest. plan avail. then diluted. Excl. nonrec. gains (losses): '93, ber.

