

1 Q. **Re: May 18, 2018 Application regarding Confidential Information contained in**  
2 **Table 2 of Hydro’s Response to PUB-NLH-149**

3 In clause 4 Hydro states “*Maintaining competition amongst energy suppliers is*  
4 *essential in order to achieve the lowest energy costs for Hydro's customers.*  
5 *Disclosure of trading strategies and experiences would have the effect of impairing*  
6 *or removing competitive pricing, thereby potentially increasing ratepayer costs.*”

7 Please confirm that the market is truly competitive with multiple suppliers  
8 competing to supply Hydro’s demand at lowest cost in response to solicitations  
9 submitted by NEM. How many offers does NEM typically entertain on a  
10 transaction?

11  
12  
13 A. The market to supply energy is truly competitive with multiple suppliers competing.

14  
15 For example, Nalcor Energy Marketing (NEM) has assessed multiple supply  
16 scenarios from as many as seven different suppliers to determine the optimal  
17 supply solution to meet Hydro’s needs at lowest cost.