

1 Q. As the non-firm customers can choose to take service at any point in time, might this scenario  
2 result in lower overall energy revenue as compared to potential export revenues. If non-firm  
3 customers were to refuse to purchase power for a particular month because of price, does  
4 Hydro have the ability to export this power on short notice or would it be considered loss  
5 revenue for the utility?

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8 A. If non-firm customers refuse to purchase power because of the non-firm price, Newfoundland  
9 and Labrador Hydro (“Hydro”) still expects to be able to deliver this energy to a market. When  
10 forecasting the energy deliveries in Hydro’s planning horizons, it will not include an allotment of  
11 energy to non-firm customers, and will plan to export this energy to the market if the non-firm  
12 customer(s) do not take any deliveries.