

1 **Q. In reference to the evidence of Earl Ludlow, page 48, graph 5, please provide**  
2 **reasons as to why the percentage of total accounts receivable increased for the**  
3 **period 1999 to 2002 forecast.**  
4

5 A. Graph 5 on page 48 of Mr. Ludlow's evidence indicates the percentage of electrical  
6 accounts over due by more than 30 days (Over-30). Actual accounts receivable Over-30  
7 for 1999, as per Graph 5, were 23.6%. The 2002 forecast indicated in Graph 5 is 23.9%,  
8 which was based on seven months actual results (January to July 2002) plus monthly  
9 target results for the remainder of 2002. Actual 2002 year-end results for accounts  
10 receivable Over-30 is 23.5%, meaning that the percentage of accounts receivable Over-30  
11 has decreased slightly from 1999 levels.