

1 Q. On pg. 21, lines 14-17 of the Submission, it is stated that *“direct input from those*
2 *customers forms the basis for NLH’s forecast of total industrial power requirements”*
3 *and that “it would not be appropriate for NLH to forecast industrial requirements*
4 *independent of the input provided by the industrial customers themselves.”* Explain
5 the process followed to determine industrial load from the time input is received
6 from industrial customers to the finalization of the load forecast. Are factors, other
7 than input from customers, considered? If so, describe them.

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10 A. All industrial customers are requested by Nalcor to provide a five year forecast of
11 their expected load requirements. Forecast load requirements provided by
12 customers to Nalcor are subsequently reviewed with respect to the customers’
13 recent historical load requirements as well as publicly available information about
14 the customers’ operations. Nalcor may make modest adjustments to customer load
15 forecasts based on the customers’ recent operating history.

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17 Any significant changes provided by the industrial customers to forecast load
18 requirements are reviewed with those customers to ensure their load requirements
19 are understood. Once reviewed, forecast industrial loads together with any modest
20 adjustments made by Nalcor are finalized for input to Nalcor’s load forecast model.