

OTTER TAIL POWER COMPANY

Docket No: EL10-011

Response to: Otter Tail Power Company

Analyst: Bryan D. Morlock

Date Received: 02/25/2011

Date Due: 03/11/2011

Date of Response:

Responding Witness:

Question No. : SD-OTP-05

Are you familiar with the industry definition of “firm” that says “firm” means that the output of the resource is promised to a particular purchaser and that the output cannot be sold to another entity even though the spot price that might be achievable from the other entity might be higher than the established price to the first entity?

RESPONSE:

No. Generally speaking, the industry defines a firm transaction as one that is dependable and reliable, that is, can be depended on to be delivered as promised.