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October 13, 2000

Public Utilities Commission of Ohio
Docketing Division
180 E. Broad St.
Columbus, OH 43215

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Re: Case # 001714ELCRS

To Whom It May Concern:

Attached is assumptions made for the forecasted financial statement provided with AES Power Direct's CRES certification application. This addition is to exhibit C-5 and should be placed behind the statement. I responded to Steve Cheney on October 12, 2000 and am requesting this be added to the original docket.

If you have any further questions, please don't hesitate to contact me at (309) 655-1960 or by e-mail at iackerman@powerdirect.com.

Sincerely,

Isaac Ackerman
Power Direct

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician T.M.A. Date Processed 10.17.00

Assumptions made on Forecasted Financial Statements:

Power Direct plans to enter states in the future as they deregulate. We are currently doing business in New Jersey and Pennsylvania. We plan to enter Ohio, Michigan, Massachusetts, Virginia and Texas within the time period comprised in the preceding statements. This is however in no particular order. Power Direct will enter these states as the marketplace becomes competitive.

The statements are also based on customer counts. Power Direct has specific targets that we had proposed at the outset of our company. The numbers are based on our entering certain markets at certain times. There are obviously deviations that will exist, but Power Direct is committed to achieving those customer numbers.

Last assumption made is that we will begin to see increasing margins on our customers as retail markets mature. Power Direct believes that supply markets will enable retail marketers to enter into contracts beneficial for both the generation provider and the marketer. With market maturity also comes the comfort factor of consumers willing to make a change to their electricity providers.

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