

**Ministry of Small Business  
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July 14, 2008

Ms. Kirsten Walli  
Secretary  
Ontario Energy Board  
Suite 2700, 2300 Yonge Street  
P.O. Box 2319  
Toronto, ON M4P 1E4

Dear Ms. Walli:

**In the matter of:  
EB-2007-6081-Hydro One Networks' 2008 Distribution Rate Application**

I have recently become aware of the efforts of The Hopper Foundry (1977) Limited to oppose the initiative of Hydro One to remove the financial incentive currently offered to the foundry to encourage them to utilize "off peak melting".

I am familiar with this foundry, having worked with them, and on their behalf, over many years, and various initiatives in my capacity as a Senior Business Consultant, Ontario Development Corporation, 1991-1998 and Senior Business Advisor, Ministries of Economic Development and Trade and Small Business and Entrepreneurship, 1998 to present.

In speaking with John R. Vickers, Sales Manager of the foundry, I have been told that this increase proposed by Hydro One will take the foundry's average monthly electric bill from about \$3000 to \$9000. I am further told that the foundry's average monthly sales are about \$70000. This would mean an electric bill increase of \$6000 per month, or \$72000 per year on a firm with monthly product sales of \$70000. Given my close knowledge of this firm, and given my years of experience in helping and advising small businesses here in Ontario, I can attest that such an increase would place this firm under undue economic hardship, and would in fact tip the balance in terms of the viability of the company.

I request that you direct Hydro One to either "grandfather" the current nighttime off peak rates given to the foundry, or come up with another equivalent accommodation suitable to sustaining this firm's viability.

Yours truly,

Ron Langer  
Senior Business Advisor  
Business Advisory Services  
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