

1   **Q.   Evidence of Ms. McShane Pages 63: If these utilities are comparable to a mature**  
2   **utility like NP please justify in full why a mature company is likely to grow at the**  
3   **average GDP growth rate. That is, where is the “room” for above average growth**  
4   **companies in GDP growth, if mature companies are growing at the GDP growth**  
5   **rate?**

6  
7   A.   The life cycle of industries includes not only above average growth (initial and rapid  
8   growth in the early parts of the cycle) and average growth (in the mature part of the  
9   cycle), but also below average growth when industries are in decline.