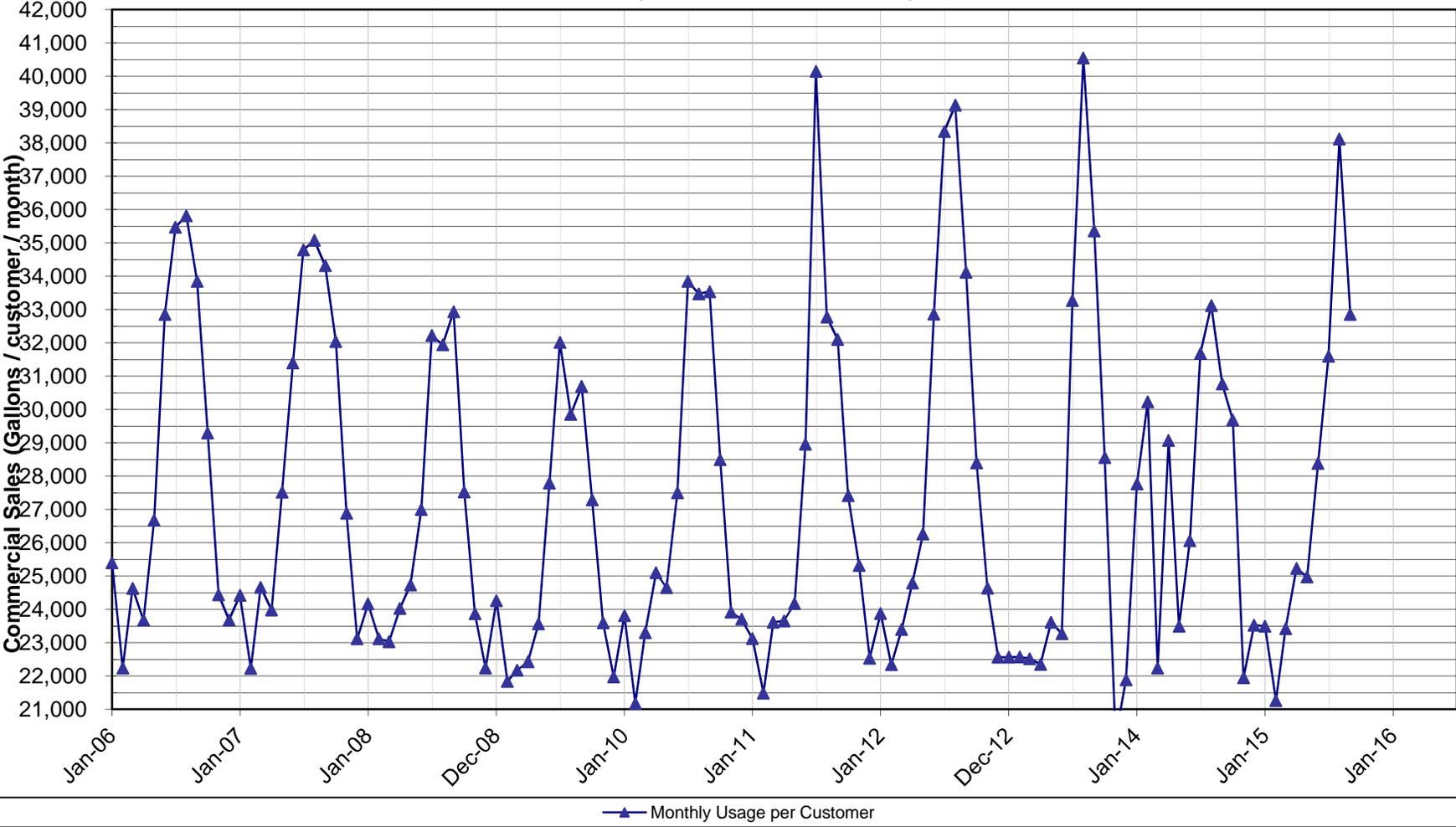
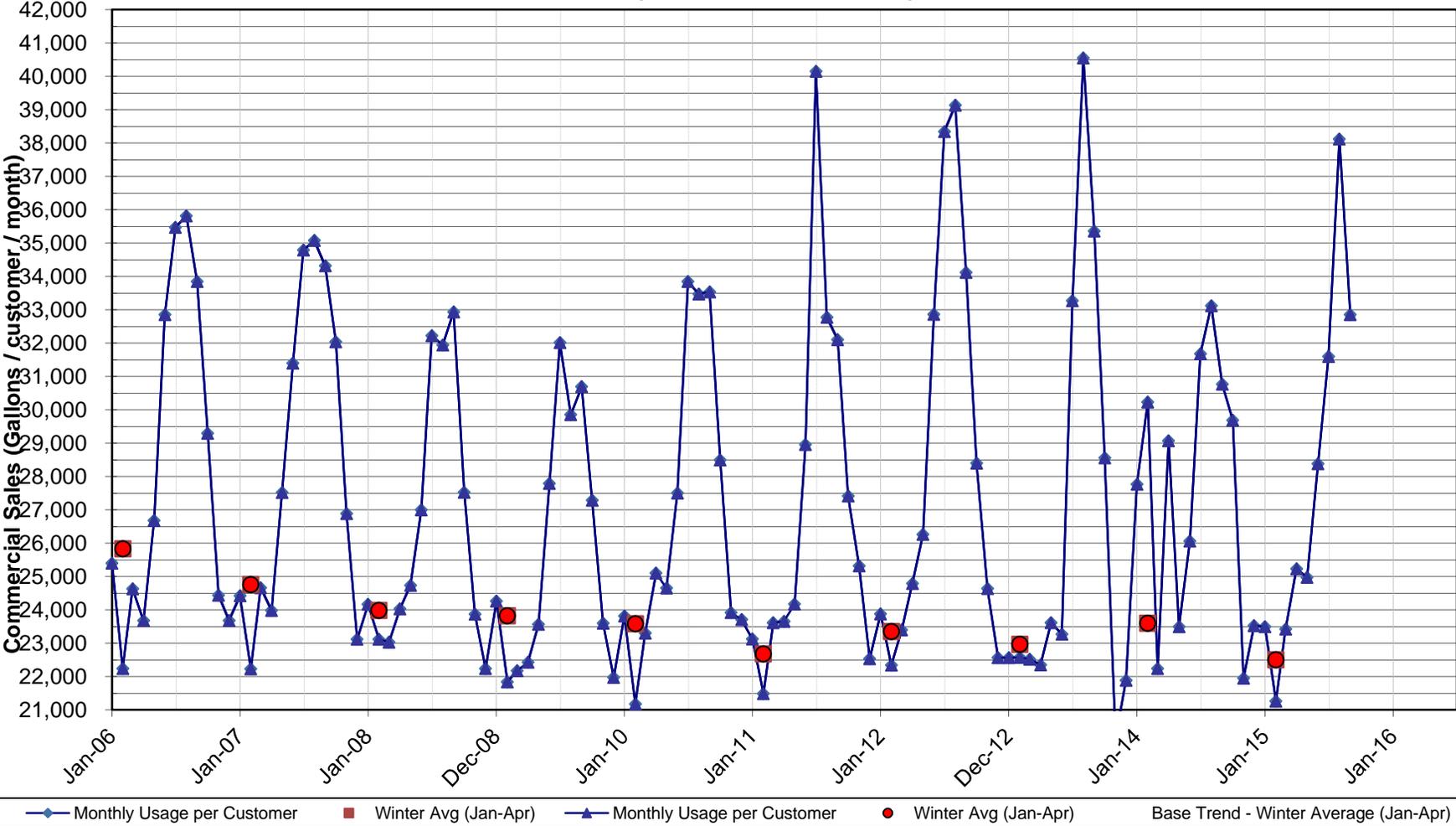


Illinois American Water Commercial Sales Per Customer (10-Year Winter Trend)



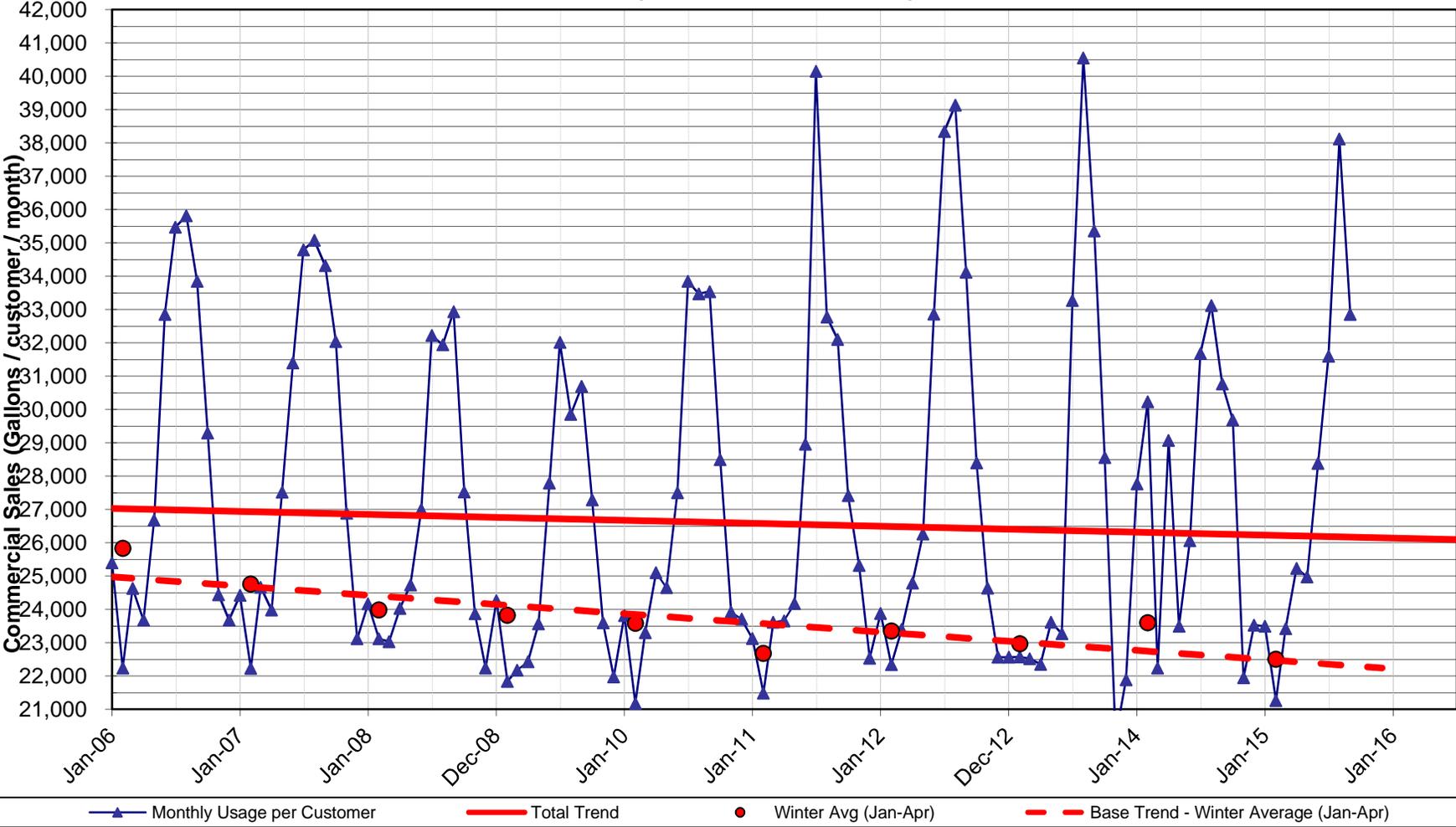
Note: The months of January through April were chosen as the representation of "winter" residential usage, felt to be indicative of indoor usage and little or no outdoor usage. This period of four months was chosen so that it would encompass two full cycles of meter readings for customers whose meters are read bi-monthly in Lincoln and Champaign. A four month average is needed to capture bi-monthly read customers.

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