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BEFORE  
THE PUBLIC UTILITIES COMMISSION OF OHIO

In the Matter of the Application of )  
Interstate Gas Supply, Inc. for ) Case No. 11-5326-EL-CRS  
Certification as a Competitive Retail )  
Electric Supplier. )

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INTERSTATE GAS SUPPLY, INC.'S  
MOTION FOR PROTECTIVE TREATMENT

I. MOTION FOR PROTECTIVE TREATMENT

Pursuant to Ohio Administrative Code ("OAC") 4901-1-24(D), Interstate Gas Supply, Inc. ("IGS") respectfully moves the Public Utilities Commission of Ohio ("Commission") for an order protecting from disclosure certain confidential, proprietary and trade secret documents filed concurrently with this motion in the above-captioned docket.

The documents for which protective treatment is sought are Exhibits C-3 Financial Statements, C-4 Financial Arrangements, and C-5 Forecasted Financial Statements (collectively "Confidential Documents") contained in IGS's application to be certified as a competitive retail electric supplier ("CRES Application"), filed simultaneously with this Motion. The information in the Confidential Documents is competitively sensitive and proprietary business and financial information comprising of trade secrets and granting protective treatment to these documents is not inconsistent with the purposes of Title 49 of the Revised Code. In accordance with OAC 4901-1-24(D), the Confidential

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Documents have been clearly marked as confidential, and are filed under seal, separate from the remainder of the materials that comprise IGS's CRES Application.

The grounds for this motion are set forth below. Notably, the Commission has previously granted protective treatment to similar information in connection with IGS' previous requests for certification and renewal certification as a competitive retail natural gas supplier.<sup>1</sup>

## **II. MEMORANDUM IN SUPPORT**

The Commission's Rules allow for protective treatment of certain confidential information filed at the Commission in order to prevent disclosure of such information, OAC 4901-1-24(D) states in part:

"(D) Upon motion of any party or person with regard to the filing of a document with the commission's docketing division relative to a case before the commission, the commission, the legal director, the deputy legal director, or an attorney examiner may issue any order which is necessary to protect the confidentiality of information contained in the document, to the extent that state or federal law prohibits release of the information, including where the information is deemed by the commission, the legal director, the deputy legal director, or the attorney examiner to constitute a trade secret under Ohio law, and where nondisclosure of the information is not inconsistent with the purposes of Title 49 of the Revised Code. Any order issued under this paragraph shall minimize the amount of information protected from public disclosure." (emphasis added).

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<sup>1</sup> See PUCO Case No. 02-1683-GA-CRS, Entry granting protective treatment (Aug. 11, 2004); Entry granting protective treatment (July 14, 2006); Entry granting protective treatment (June 13, 2007); Entry granting protective treatment (July 28, 2008); Entry granting protective treatment (October 1, 2009).

Ohio law also recognizes the need to provide protective treatment to information such as the Confidential Documents. Under R.C. 1333.61(D), "Trade secret" means:

"information, including the whole or any portion or phase of any scientific or technical information, design, process, procedure, formula, pattern, compilation, program, device, method, technique, or improvement, or any business information or plans, financial information, or listing of names, addresses, or telephone numbers, that satisfies both of the following:

(1) It derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use.

(2) It is the subject of efforts that are reasonable under the circumstances to maintain its secrecy."

The Confidential Documents consist of financial statements, financial arrangements, and forecasted financial statements that are proprietary, confidential and that constitute trade secrets. Public disclosure of this information would jeopardize IGS's business position in negotiations with other parties and its ability to compete. By examining the Confidential Documents, competitors could reasonably estimate IGS's growth rates, market share and margins. Competitors could use the Confidential Documents to make strategic decisions whether to enter or exit the markets in the geographic regions in which IGS operates. Therefore, the Confidential Documents derive independent economic value from

not being generally known to, and not being readily ascertainable by proper means by other persons.

The information contained in the Confidential Documents is not generally known by the public and is held in confidence in the normal course of business. The Confidential Information sought to be protected is disclosed to only a few key personnel at IGS. Also, IGS only makes the Confidential Documents available to parties outside of IGS for business purposes and under the protection of a confidentiality agreement.

IGS is a privately-held company, and therefore, would be especially vulnerable if protective treatment were not granted. Indeed, the Commission has previously found the need for protective treatment to be especially "persuasive for the privately held companies."<sup>2</sup>

Lastly, granting confidential treatment to the information will not impair the purposes of Ohio Revised Code Title 49, because the documents filed under seal will allow the Commission and Staff have full access to the information. IGS is

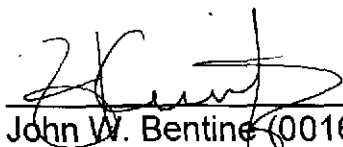
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<sup>2</sup> See *In the Matter of the Applications of the Following Entities for a Certificate to Provide Competitive Retail Natural Gas Service in Ohio: NICOR Energy LLC, Vectren Retail LLC, d.b.a. Vectren Source, Shell Energy Services Co. L.L.C., Volunteer Energy Services Inc., ACN Energy Inc., Energy America LLC, FirstEnergy Solutions Corp., AEP Ohio Retail Energy LLC, Energy Cooperative of Ohio, MidAmerican Energy Company, ProLiance Energy LLC, Metromedia Energy Inc., and UGI Energy Services Inc., db.a. GASMARK*, Case Nos. 02-1654-GACRS, 02-1668-GA-CRS, 02-1680-GA-CRS, 02-1786-GA-CRS, 02-1828-GA-CRS, 02-1829-GA-CRS, 02-1864-GA-CRS, 02-1889-GA-CRS, 02-1891-GA-CRS, 02-1893-GA-CRS, 02-1909-GA-CRS, 02-1926-GA-CRS, 02-1968-GA-CRS, Entry, (June 14, 2003); See *Id.*, at para. 3, p. 2. See also *In the Matter of the Applications of Vectren Retail, LLC, d/b/a Vectren Source. Interstate Gas Supply, Inc., Shell Energy Services Co., LLC, and FirstEnergy Solutions Corp. for Certification as Retail Natural Gas Suppliers in the State of Ohio; In the Matter of the Application of Direct Energy Services. LLC for Renewal of Certification as a Competitive Retail Natural Gas Supplier and for Approval to Transfer that Certification*, Case Nos. 02-1668-GA-CRS, 02-1683-GA-CRS, 02-1680-GA-CRS, 02-1864-GA-CRS, 02-1829-GA-CRS, Entry (Aug. 11, 2004).

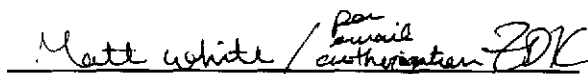
also filing a public version of its CRES Application that contains a great deal of public, non-proprietary information about IGS.

The reasons set forth above demonstrate that the information contained in the Confidential Documents has actual, substantial independent economic value from not being generally known, and not being ascertainable by proper means by persons who would derive economic value from disclosure. Public disclosure of the Confidential Documents will cause substantial harm to IGS's business and competitive interests. Thus, IGS respectfully urges the Commission to grant an order to protect the confidentiality of the Confidential Documents, filed herein under seal.

Respectfully submitted,



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